TRADE AND INDUSTRY

11 November 1971 Volume 5 No 6 10p

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Trade Promotion in Germany 1. The British Trade Week in Hamburg

by Fairs and Promotions Branch, Department of Trade and Industry

Mr. John Davies, Secretary of State for Trade and Industry, and Mrs. Davies touring shops after the official opening of British Trade Week.

Sir Roger Jackling, British Ambassador, talking to an exhibitor at the 'Living British' exhibition at the Planten un Blomen exhibition centre.

Mr. and Mrs. Davies on a tour of the Hamburg shops after the official opening of British Trade Week in Hamburg. In the picture on the right, Mr. and Mrs. Davies are offered British-made sweets during their tour of the shops.

THE main purpose of this article, and a follow-up next week, is to review the Hamburg Trade Week and relate it to the next promotional step—a longer term Trade Drive in South Germany between September 1972 and October 1973.

Germany is second only to the United States as a customer for Britain's exports and the strength of its economy makes it an attractive object for increased selling effort. It is therefore not the least surprising that Germany is receiving a great deal of attention from the Government's export promotional services. There is a heavy and continuing involvement in supporting the participation of British firms in Germany's unrivalled range of specialised Trade Fairs. And in addition, there is a conscious effort to create special and major British events that will focus the attention of our exporters on particular aspects of the German market and, at the same time, attract German interest to what we have to offer.

The recent British Trade Week in Hamburg, which ran from September 16-26, was a good example of this kind of special activity. It was planned as a broad promotion of our export interests and was a blend of the now traditional British Week techniques for promoting consumer goods with a solid programme of seminars, conferences and meetings to cover a wide field of technological interests and the important area of invisible exports. Hamburg is, of course, the part of Germany with the longest and most consistent history of trading relationships with Britain, dating back to the 13th century and the Hanseatic League.

Consumer promotions

The Trade Week Office, set up within the Consulate-General a year before the event, had recruited the participation of the four major department stores in Hamburg plus another 150 specialist retailers all grouped in the City's main shopping area. In addition, two huge surburban Shopping Centres asked to take part. The German people are well known to be selective and careful purchasers of consumer goods and the German retailer is not easily swung from his

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. A further article will describe plans for a Trade Drive in South Germany, from September 1972 to October 1973.

TRADE PROMOTIONS IN GERMANY
1. THE BRITISH TRADE WEEK IN HAMBURG

continued

regular and trusted sources. But even in this difficult market the interest in the Trade Week served as a key to the door for many new products and greatly enhanced sales of traditional lines.

The displays in the stores and shops of Hamburg during the Trade Week offered British clothing, foodstuffs, furniture, giftware and household goods. It is estimated on reports from the participants that the aggregate additional purchases for the Trade Week were worth nearly £1 million. One big foodstuffs importer said that his retail clients had ordered up to 10 times their normal quantities of British stock for the occasion. He also added that there had been no delivery problems. A major supermarket chain reported turnover in British foodstuffs at four times normal level.

Karstadt purchased £85,000 of British merchandise specially for the occasion. They sold virtually everything and are very pleased with their menswear sales in particular. They are reordering a number of new lines. Kaufhof mounted a special British cosmetics promotion, featuring Mary Quant with record sales during the Week and continuing. British furniture, which was featured by several retailers, was a great success. A well known gift shop sold all that it had bought within the first days and reordered twice, to a total value of £3,000.

Further interest in British consumer goods was generated by the "Living British" Exhibition staged in the exhibition halls of the Hamburg fairground. Public attendance was not very high on weekdays but there were greater numbers of visitors to the exhibition at the two weekends. Direct sales to the public were considerable—one exhibitor declared he had sold as much in one day as in a Saturday supermarket in a busy shopping area. Trade inquiries received were unexpectedly numerous, and some useful orders have already been reported.

A four-day Fashion Spectacular was put on alongside the "Living British" Exhibition by the Clothing Export Council. The object was to support sales of fashion wear in the shops —nearly all of the garments in the Spectacular having been sold to the Hamburg stores in advance. Audiences were rather thin at the morning performances but very much better in the evenings.

After the Fashion Spectacular had closed, the space was utilised for a five day Motor Show organised by eight local agents and distributors of British makes. Twenty-nine different models were on show, including most of the British Leyland range. The new V12 E-type was appearing for the first time in Germany and could be compared with Aston Martin, Jensen, Morgan and TVR. Family models were alongside these more exotic marques, and there was an attractive array of accessories as well. Thirty cars were sold at the Show and its success is causing talk of a repeat next year.

Seminars and conferences

The Hamburg Chamber of Commerce made available its modern lecture rooms and facilities for the series of technological seminars and conferences. These consisted of lectures on subjects ranging from air and water pollution to new developments in welding and metal-cutting techniques, plus a conference on the problems of licensing of know-how and techniques. Audiences were of good size and calibre, drawn not only from Hamburg and the surrounding Länder

but from distant parts of the country. High calibre star speakers introduced the main subjects. They were backed up by specialists from individual firms offering goods or services in the field under discussion. Well-known German chairmen were secured for each session and lively discussion both within the sessions and afterwards over an informal drink allowed serious business prospects to develop.

The first subject in the series was water pollution, a highly topical subject in Germany. President Heinemann remarked recently that "the Rhine has become Europe's sewer". By the time this river reaches the Dutch border it is carrying each day the equivalent of 2,000 lorry-loads of waste. Plessey Assemblies used the seminar and accompanying exhibition to present their land-based water quality station for monitoring certain parameters of the river state. They found this form of promotion ideal for their first presentation in Germany of the production version of this equipment. Good contacts were made with the responsible Federal and Hamburg authorities, and with the leading technical publication, *Wasser und Boden*. Plessey established that the market for the equipment was large and that there was little competition.

The British Steel Corporation delivered a paper on improvements in hot-shearing blades. Afterwards, Tempered Tools Ltd. of Sheffield met a number of interested German steelworks representatives. They are pursuing these leads and hope to instal their Optimax blades.

Hamburg has retained over many hundreds of years a close relationship with the City of London and such matters of common interest as banking, insurance and shipping were the subjects of meetings and working dinners between members of the two business communities.

The full results of all these new-style promotions have still to be assessed. Certainly, early indications are that the exercise will prove commercially valuable and also serve to tighten the links between Britain and the northern region of Germany.

British silverware excited great admiration during British Trade Week in Hamburg.

Independent promotions

Several British companies took energetic advantage of the Trade Week to mount their own promotions. Some examples of this kind of initiative will demonstrate the opportunities available on such an occasion. Rediffusion Reditune Ltd. held its annual European Sales Convention with a very successful press reception to precede it. These, in conjunction with their stand at the "Living British" Exhibition are reported to have produced a number of excellent business leads and one handsome contract.

UK BUSINESSMEN GOING OVERSEAS

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London EC4M 7HU). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business. Apart from the businessman's name and his firm's, DTI needs to know the general purpose of the visit: details of his itinerary—places to be visited and dates as nearly as possible: names and addresses of local agents: type of contacts and introductions the businessman would like arranged in advance: and any other information considered helpful. This information should, where possible, be accompanied by appropriate trade literature.

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TRADE PROMOTIONS IN GERMANY
1. THE BRITISH TRADE WEEK IN HAMBURG
continued

Mary Quant Cosmetics Ltd. made Hamburg the starting point of a carefully planned German sales campaign. They supported their 40 well-stocked retailers with free make-up demonstrations aboard their specially fitted London double-decker 'bus; and Miss Quant herself appeared for a very successful press reception afloat on the Elbe.

Mr. Bernard Coppin of William Comyns Ltd. brought a superb collection, worth £45,000, of his silverware to show in a Hamburg dealer's new premises. This received much publicity, sold well and will continue to be featured. Lattorff, a china shop, put on a display of porcelain hand-painting by a craftsman from Stoke-on-Trent. The shop was packed and over £6,500 of goods were sold. Penguin Books took the opportunity of the Week to open their first bookshop in Germany. Our Ambassador, Sir Roger Jackling, performed the ceremony to the skirl of pipes.

The travel and tourist trade, encouraged and led by the British Travel Authority and BEA, organised a highly successful competition with glamorous trips to Britain as the main prizes.

The Hamburg Trade Week was an event condensed in place and time: the centre of one great city more or less saturated for 10 days. The same approach is simply not possible in tackling the South German market. Not only is the nature of the opportunities different but the promotional challenge in terms of geographical area and population is much greater. The technique will be that of the Trade Drive and next week's article will describe in some detail the shape and character of this major promotion.

EEC/EFTA Information Unit at DTI

THE EFTA Information Centre at the Department of Trade and Industry has now been expanded into the EEC/EFTA Information Unit.

EEC Information: The Unit is the Department's central inquiry point for general questions and, where necessary, will put inquirers in touch with appropriate specialists in the Department. Inquiries on specific matters, however, should continue to be addressed to the appropriate part of the Department dealing with the particular matter where this is known.

EFTA Information: The Unit will continue to disseminate information about the European Free Trade Association and to deal with general inquiries and advise on sources of more detailed information on EFTA. Copies of EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Unit.

The EEC/EFTA Information Unit is at DTI, 1 Victoria Street, London SW1H 0ET. Telephone: 01-222 7877. EEC Inquiries Ext. 3579 or 2479, EFTA Inquiries Ext. 2480 or 2479.

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Ministerial meetings of EFTA Councils

THE EFTA Council and the Joint Council of EFTA and Finland met at ministerial level in Geneva on November 4 and 5.

In the EFTA Council, with the Finnish minister taking part in a personal capacity, a full discussion of the present situation and prospects of wider European integration took place. Ministers noted with satisfaction the considerable progress which had been made since their last meeting in the negotiations and discussions of EFTA countries with the European Communities.

The membership negotiations of most of the candidate countries had virtually been completed and it could now be expected that the necessary membership treaty could be signed towards the end of the current year. The prospects for suitable special relations agreements between the Communities and the other EFTA countries had also improved considerably. Ministers hoped that negotiations to this end should start soon and be pressed forward as rapidly as possible.

The concept of the communities would provide a good basis for the negotiations which were about to begin. The Community's desire that no new barriers to intra-European trade would be erected as a consequence of enlargement is in line with the strong interest which EFTA ministers have expressed and reaffirm in safeguarding as an important part of an enlarged European Community the free trade already established between EFTA countries. The forthcoming agreements should also be in conformity with the GATT. Ministers stressed the importance which they attached to adherence to these objectives in the elaboration of the agreements. The exchange of information and consultations between the EFTA countries would continue during these negotiations.

Ministers emphasised the desire of all concerned that all the agreements between the EFTA countries and the Communities should enter into force at the same time.

Ministers asked the Council at official level to examine the legal and other implications which will arise in the event of some members acceding to the European Communities and others establishing special relations with the Communities. They were informed of the intention of the United Kingdom to give notice on December 31, 1971 of their withdrawal from EFTA, to come into effect on December 31, 1972.

During their discussion of developments affecting world trade, Ministers expressed concern that recent monetary and trade measures taken for balance of payments reasons could seriously undermine the progress which has been made towards the reduction of restrictions on world trade, therefore Ministers hoped that quick solutions could be found in the monetary field and that recently introduced trade restrictions could be removed as rapidly as possible, before lasting damage was done, pending the necessary reform of the international monetary system. Ministers stressed the necessity of continued efforts towards freer world trade and underlined the importance which the activities in organisations such as GATT and the OECD will have in this connection.

Ministers stressed the importance of further promoting trade and economic relations between western and eastern European countries to the mutual benefit of the parties concerned. They attached special importance to improving the trading possibilities of the developing countries.

The Danish Minister gave an account of the recent measures taken by Denmark to deal with the serious balance of payments situation of his country. Ministers expressed their understanding of the difficult problems facing Denmark, but noted with regret the recent decision of the Danish Government to introduce an import surcharge, particularly in the context of the present world trade situation. They instructed the Councils at official level to examine the matter further.

Ministers agreed that the next regular ministerial meeting of the Councils will take place in Geneva on May 4 and 5, 1972.

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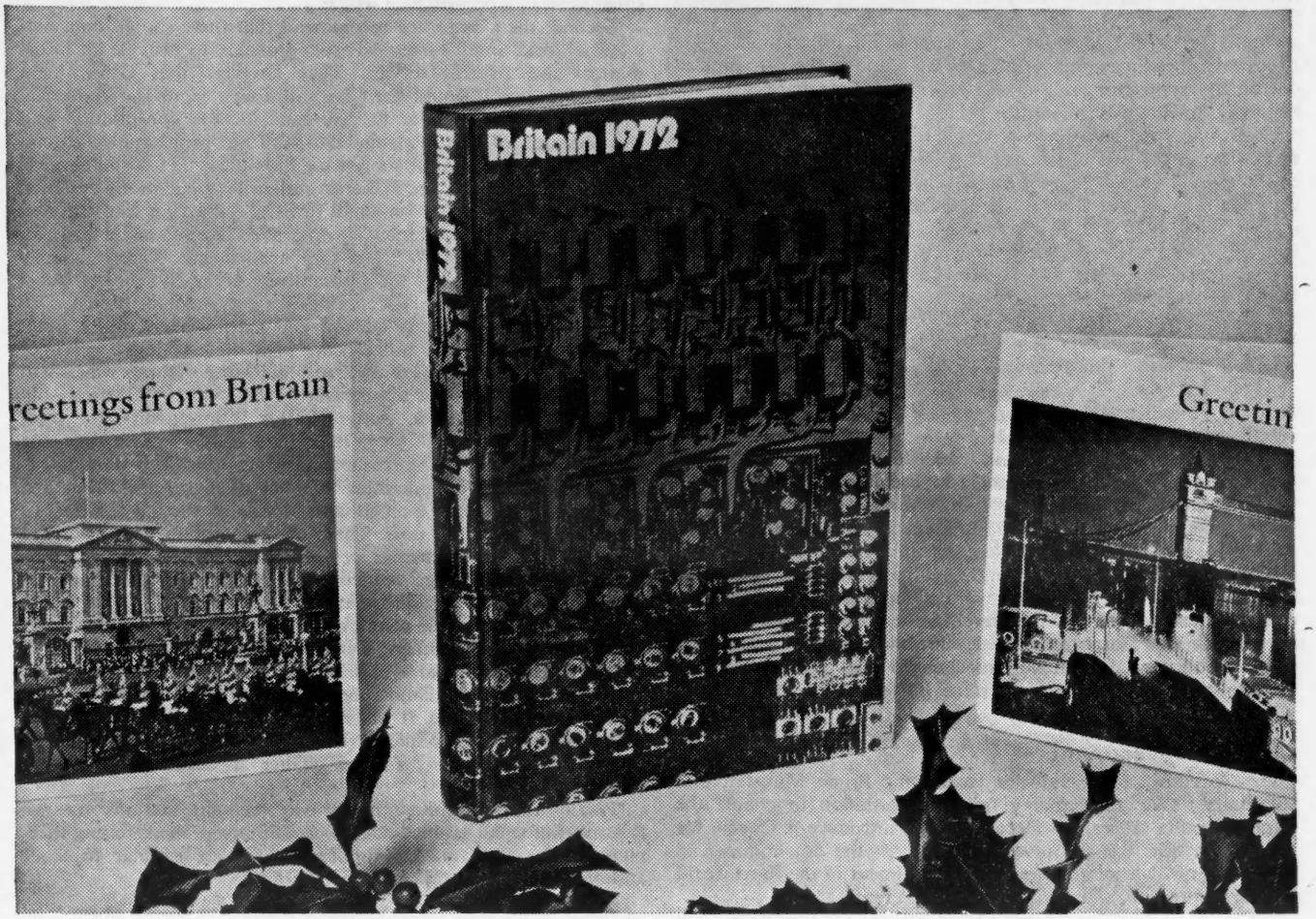

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The Queen's Speech

SPEAKING of the legislative programme foreshadowed in the Queen's Speech in Parliament on November 3, Mr. John Davies, Secretary of State for Trade and Industry, referred to the programme of the promotion of active competition and fair trading; the extension of customers' protection in the sale of goods, the extension of the Shipbuilding Credit Scheme; the reorganisation of the structure of the gas industry; assistance towards the exploration of mineral resources; and the encouragement of British investment overseas to the establishment of an insurance scheme. 'Right hon. members on both sides of the House will find these proposals imaginative and valuable as constituting a powerful strengthening of the consumers' and the nations' interests' he said.

Mr. Davies went on: 'As regards customers protection in the sale of goods, I mean to stop practices whereby the individual purchasers rights under the Sale of Goods Act can be avoided by sellers imposing contractual conditions of sale circumventing them. I am sure that the mass of public opinion will support me in this.

'Our main purpose in the shipbuilding credit legislation is to increase the ceiling of credits to £1,000 million but I may have certain other provisions to add.'

The Secretary of State went on to say that the gas industry had undergone some remarkable changes in recent years. 'Most recently the progressive replacement of local manufacture of gas by an integrated system of supply of natural gas from the North Sea has transformed the industry. Its present structure mirrors the conditions in which it lived in past years and is entirely inappropriate to the requirements of what is now an integrated industry. My purpose is to conserve the local roots of the present structure whilst allowing the new British Gas Corporation to develop the internal management organisation it needs to handle its changed role. This is an act of modernisation and improvement from which great benefits can flow.'

Overseas investment

On November 2 Mr. Edward Heath, the Prime Minister, told the House: 'We are bringing forward legislation to enable the Export Credits Guarantee Department to introduce a scheme for insuring British overseas investment against the non-commercial risks—risks which we all know deter investment in the third world —of expropriation, war and restrictions on remittance.

'At the same time the Overseas Development Administration will be enabled to provide financial support for pre-investment studies by firms considering investment in the developing countries.'

Bolton Committee of Inquiry on Small Firms

DURING the Debate in the House of Commons on November 3 on the Queen's Speech, Mr. John Davies, Secretary of State for Trade and Industry said the following:

'The Report of the Committee on Inquiry on Small Firms is published today. I would like first to pay a very warm tribute to Mr. John Bolton, Chairman of the Committee, and to his colleagues. They have provided the first authoritative study of the place of the small firm in our economy. It will stand as a landmark for many years to come.

'This is a wide ranging report and there is much in it that will need and receive further careful and sympathetic study. But on a number of its most important recommendations I think it would be helpful to the House and to those particularly affected if I were to make clear the Government's position now.

'First, in order that the place of small firms in the economy should be continuously watched and their interests be taken into account in the formulation of policies, the Committee recommended that in my Department a Minister should be designated as responsible for small firms and a small firms Division should be set up.

'I accept both these recommendations. I propose to give the Ministerial responsibility to my hon. Friend the Parliamentary Under-Secretary of State for Industry and a Division will be set up whose primary function will be to support him in this work. There will of course be no change in the statutory or sponsorship functions for which my Department and others are responsible and existing lines of communication between small firms and individual Departments will be unaffected. The general task of the Division, apart from co-ordinating the consideration of the report, will be to act as a focal point within Government where the needs of small firms can be seen as a whole.

'Second, the Committee recommend that there should be a network of local Small Firms Advisory Bureaux to provide an information and referral service. They envisage that Government financial support would then be withdrawn from the Industrial Liaison Service. In order to give time for full consultation and consideration of this recommendation, I am proposing to extend by one year provision for supporting the Industrial Liaison Service.

'Third, the Committee make several recommendations designed to minimise the burden on small firms of supplying statistics and filling in other Government forms. We accept the philosophy underlying these proposals and they are being examined urgently in detail. Much of what the Committee recommend for statistical surveys is likely to prove acceptable.

'Fourth, the Committee recommend exemption of more small firms from certain of the disclosure provisions of the Companies Act 1967. I propose to lay an Order before the House which will exempt companies with a turnover of below £250,000 from the obligation to disclose it. Although this is lower than the limit proposed by the Committee, it is significantly higher than the present £50,000. Likewise, companies will not need to show information about the remuneration of individual directors when the total remuneration of their Boards does not exceed £15,000, as compared with £7,500 now. These new exemption limits will not apply to holding companies or subsidiaries. The result of these changes will be a large reduction in the number of companies required to disclose this information.

'Fifth, the Committee recommend that, for small firms at least, the Industrial Development Certificate limit should be raised to 10,000 sq. ft. in all parts of the country. The present limits are 5,000 sq. ft. in the Midlands, the South East and East Anglia, and 10,000 sq. ft. elsewhere. It was raised to these limits as recently as December last year. While I will keep this matter under review I do not think that any further change is desirable in present circumstances.

'Finally the Committee make two recommendations on the treatment of small businesses by local authorities in exercising their planning functions. It is proposed to send a circular to local authorities encouraging them to take note of these.'

Bolton Committee research report on raising finance

THE second study for the Bolton Committee of Inquiry on Small Firms by the Economists Advisory Group, 'Problems of the Small Firms in raising external finance: the results of a sample survey' (HMSO, £1), was published on November 9.

This latest research survey is the 13th of 18 studies commissioned by the Bolton Committee. It is based on interviews among 50 small firms and was directed by Prof. J. Dunning of the Economists Advisory Group.

Although confirming the conclusion of the Group's earlier study that 'there is no single major defect in financial facilities for small firms that calls for radical action', this survey points out that 'a number of imperfections in the market for loanable funds may exist'. It lists these as follows:

1. There is a 'knowledgeable gap': Small firms are often unaware of the facilities available.

2. The existing market mechanism is sometimes deficient in 'spotting the winner' 'among infant . . . firms with an impressive profit performance'.

3. Some small firms, by contrast, whose 'past performance overstated their prospects for the future . . . were fortunate to have obtained the finance which they did'.

4. As a result there is a possibility that funds are being misallocated both between small and other firms and among different types of small firm.

Overseas aid for exporters

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of the names and addresses of British commercial representatives overseas is published quarterly as a supplement to *Trade and Industry*, and last appeared on October 7.

'Metric change must be voluntary and achieved through consultation'

—Mr. John Davies

OPENING the Metrication Board Conference 'Going Metric—Engineering Progress and Future Programmes' at the Mayfair Theatre, London, on November 2, Mr. John Davies, Secretary of State for Trade and Industry said:

'Government and industry from the outset of metrication have shared the view that the change must be voluntary and be achieved through consultative processes. The metric change must, by its very nature, proceed at the pace and along lines which make sound economic sense. The operation cannot be handled like decimalisation of the currency. It is not possible to organise a national change to metric measures on a single M-Day. Nor is it practicable to apply this approach to the broad complex of engineering industries. Even within individual engineering firms many factors must enter into the determination of the optimum timing for beginning the change and the speed of change. Consequently many differing timetables result. The pace cannot however be dictated by the slowest or the most reluctant.

'There is therefore a need for co-operation and co-ordination on an industry basis and on a national scale. This is of course one of the major tasks of the Metrication Board and one of the chief purposes in holding this Conference at this time. Order and cohesion are essential. At the outset it was accepted that a sensible period over which industry should seek to make the changes would be during the decade ending in 1975. Some have moved more briskly, others may require a little longer. Most industries have already recognised that protracting the changes adds to the difficulties and costs as well as deferring the benefits. The basic national programmes drawn up for the engineering industries under the aegis of BSI were constructed within this framework and timetable. All the indications are that broadly these aims can be achieved. This depends on the acumen and energy of those involved in planning the necessary changes and in carrying them through effectively.

'One objective of this Conference is to inform and encourage smaller enterprises. Not all of them have been able to participate fully in the long term planning work. They need to be assured that the whole metrication progress in engineering is soundly based and is moving forward with common purpose and with Government encouragement and that their needs and problems have not been neglected. We have together to consolidate the progress made over the past six years in preparing for the change to metric and we have now in the period ahead to bring about its substantial completion. Industry, traders, government and users all have their part to play in achieving this national objective.

Last week Parliament gave its approval to the Government's proposals for joining the European Economic Community. It has never been the case that metrication in Britain was conditional upon our entry into EEC, for the change to metric is a world-wide movement. Nevertheless, we are now resolved to become members of the Community with all that this involves in the way of close working co-operation with our European neighbours. Metrication will greatly help in establishing this new set of relationships with our European partners as we shall all be using the same language of measurement. Prospective membership of EEC therefore adds urgency to the task on which you are engaged'.

Sir John Eden to visit East Midlands

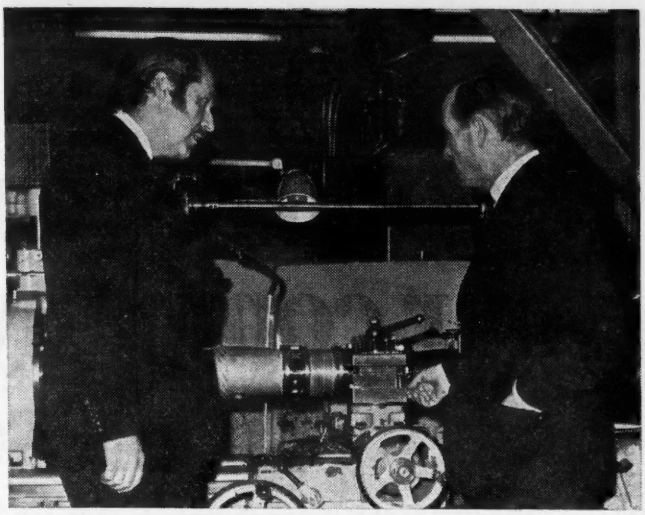
SIR John Eden, Minister for Industry, Department of Trade and Industry, will visit the East Midlands on November 22. He will open the Codnor Gate industrial estate, in the Erewash Valley intermediate area, and then see many of the new factories on the site.

In the afternoon, he will go on to Chesterfield, where he will meet North-East Derbyshire local authority and Derbyshire County Council representatives.

Official appointments

THE Secretary of State for Trade and Development has authorised the following appointment:

Mr. K. Tunnah to be re-appointed as a member of the Northern Gas Board.



Mr. Anthony Grant, Parliamentary Under Secretary of State for Trade, visited the Colchester Works of Ruston Paxman Diesels Ltd., on November 4, to see the development, production and test of high performance diesel engines for home and overseas. Mr. Grant was welcomed by Mr. D. D. P. Fuller, general manager and a director of the company. While in Colchester, Mr. Grant also visited Colchester Lathe Co. and spoke at the annual dinner of the Colchester and District Chamber of Commerce. He also visited Motor Products Ltd. and Evans Electroselenium at Halstead.

Industry must prepare now for Common Market challenge

—Mr. Anthony Grant

OLD ideas of 'home' and 'export' markets must be abandoned, said Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, speaking on November 4, to the Colchester Chamber of Commerce.

Addressing the Chamber's annual dinner at the George Hotel, he said:

'Our home market will in future be that of the enlarged European Community. Last week's momentous decision of principle in Parliament in favour of joining the Common Market is still fresh in our minds. It is vital that industry should prepare now to meet the challenges which entry will bring.

'This is well understood in Colchester because you already have a number of very successful exporters in the area. In an enlarged EEC firms like these will have every chance of expanding their sales as tariffs come down.

'But we must not rest on our laurels. The exporters of the Six will have easier access to the British market, whilst—as many British firms already know—selling on the Continent is a highly competitive business. It cannot be stressed too strongly that entry will bring fundamental changes in our whole economic environment. Consequently every firm must consider carefully what the implications are for its own individual situation and prepare its plans. It is none too soon—we expect to join the Community in less than 14 months, time.

'My own Department is ready with help and information—by providing a central inquiry point, the EEC Information Unit and a library service which holds copies of the Community's legal instruments; by the export services provided by regional offices and headquarters and by our weekly journal giving background information on the Communities.'

The Furniture Development Council

FOLLOWING the statutory review of the Furniture Development Council, it has been decided that the Council shall cease to exercise its functions with effect from December 31, 1973, and be dissolved.

This decision, which effectively prolongs the life of the Council for a further two years, is intended to give the domestic furniture industry a further period in which to consider its attitude to collective scientific research, about which there is at present a division of opinion. Sir Roger Falk has agreed to continue in office as chairman of the Council.

8 good reasons for leading your company to expansion in these areas

If your company is planning expansion, a close look at the many benefits in Britain's Areas for Expansion could pay off handsomely.

These Areas consist of the Development Areas (including the Special Development Areas), the Intermediate Areas and Northern Ireland. They offer solid advantages which could make all the difference to your own company's future growth.

Firms providing new employment in the DEVELOPMENT AREAS can get these benefits. Consider how many would help you:

1 Building Grants
Grants towards the building of new factories can be as high as 45% of the building costs.

2 Tax Allowances
These include a special first-year allowance of 100% of expenditure on new immobile machinery and plant and 44% of the construction costs of industrial buildings (after deducting any grant).

3 Loans
General capital expenditure can qualify for loans at moderate rates of interest.

4 Removal Grants
Substantial contributions are available to meet some of a firm's major costs of moving into an Area.

5 Training Grants
These amount to £10 per week for each man (£7 per week for each woman) during the period of their basic training for additional jobs provided in the Area. Various forms of direct help with training are also available.

6 Regional Employment Premiums
These are payable to manufacturers at £1.50 per week for each male adult employee (75p for each female) until September 1974.

7 Advance Factories
For those unable to build their own factories, it may be possible to buy or lease a suitable ready-built Government factory – in some cases rent-free for 2 years (for 5 years in the SPECIAL DEVELOPMENT AREAS).

8 Operational Grants
Grants are available of up to 30% of eligible wage and salary costs during the first three years of operation for new incoming industry in the SPECIAL DEVELOPMENT AREAS.

In the INTERMEDIATE AREAS a more limited range of benefits is available.

There are other important benefits in all the Areas. These include plenty of room to expand in the future and some of the most attractive countryside on your doorstep.

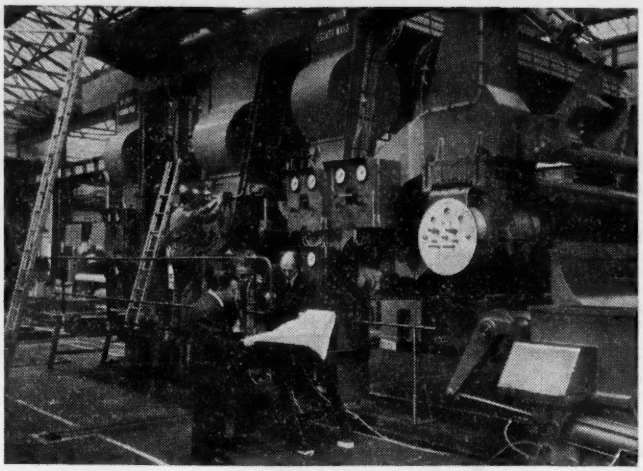
To obtain more information on the Areas for Expansion, get in touch with us at "Industrial Expansion" at the Department of Trade and Industry.

We aim to provide industrialists with the impartial help they need in finding the right location for a successful project. Filling in the coupon is the first step towards getting all the facts. Do it now – or telephone 01-222 7877, Ext. 3333.

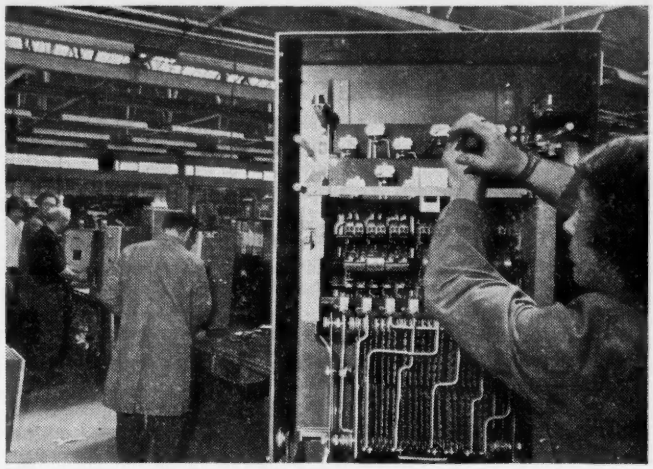
Post to: Industrial Expansion (TIJ 18) Department of Trade & Industry, 1 Victoria Street, London, SW1H 0ET.
Please send me literature describing the benefits available in the Areas for Expansion.

Name.....
Position in Company .....
Company .....
Nature of Business .....
Address .....
..... Postal Code.....

The Areas for Expansion
Get the facts from the Department of Trade & Industry



Ready for shipment from the Sheffield works of Millspaugh Ltd., within seven months of receipt of an order worth over £220,000, this press section is for a paper mill in Cali, Colombia. The equipment being supplied is for a major contract to modernise the Propal, Productora de Papeles S.A. mill. Two erectors and a commissioning engineer from the Millspaugh factory will fly out to Colombia to supervise erection. The press section is due to be commissioned early in 1972.



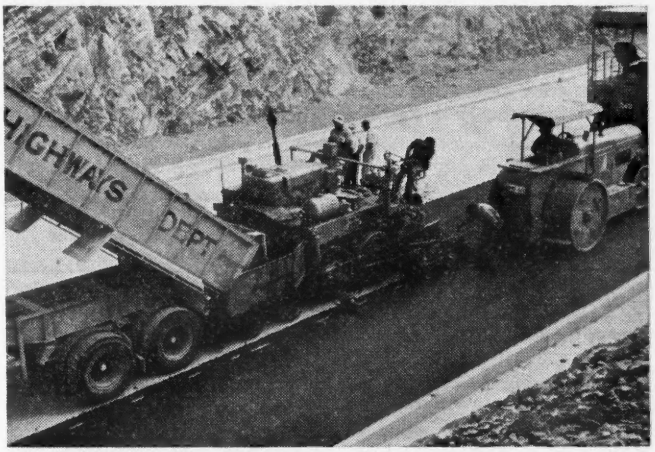
The Seychelles Islands—in the Indian Ocean—is the latest destination for a quantity of oil-immersed starters manufactured by Allen West-EAC Ltd. (a member of the Allen West Group) of Lowestoft. The 75 h.p. stator-rotor starters are for use in a hotel being built on the main Island and ordered by B. E. White of North London. Picture shows Mr. David Rouse, fitter/wireman, putting the finishing touches to one of the starters before despatch.

DTI to spend £¾ million on improvements to industrial sites

THE Department of Trade and Industry announce that they are to undertake further site improvements works at their industrial estates at Hirwaun, Swansea, Treforest and Wrexham.

The most significant part of the programme will be at Hirwaun and will entail the demolition of old buildings to make available about 50 acres of industrial land in a prestige position close to the Heads of the Valleys Road. The work at Treforest will involve the overhaul of the soil and surface water drainage systems within the Estate. At Swansea there will be clearance and landscaping of land to provide increased parking areas, while at Wrexham there will be demolition of old buildings and general site clearance. The general effect of this programme, which is part of a comprehensive scheme, will be to increase the amount of land in the ownership of the Department of Trade and Industry ready for new industrial development and make it more attractive to industry.

This work will be put in hand immediately by the Welsh Industrial Estates Corporation and will proceed through the winter. Taking this major scheme together with other work announced in August means that the Department will be spending £¾ million on their programme of site improvements in Wales. This is part of the special works programme being carried out by the Government for substantial completion by March 1973.



In the Adelaide Hills near the town of Marino a Blaw Knox PF-90 DV is working for the South Australian Highways Department. This paver is laying a 114 mm. (4½ in.) mat of hot asphalt on the new South Eastern Freeway which runs from Measdays to Verdun.

The Blaw Knox machine working on this section was supplied to the Government Highways Department by their distributors, Industrial Engineering Ltd., who say that the paver is giving satisfactory performance and that in the opinion of Mr. D. E. Wren, Engineer for bitumen operations, S.A. Highways Department it is a 'very good machine'.

Rating of industrial plant and machinery

THE Secretary of State for Scotland and the Secretary of State for the Environment have appointed a technical committee to examine the anomalies which it has been suggested may exist in the way in which plant and machinery is taken into account in valuation for rating. The setting up of the Committee was foreshadowed in the Government's recent Green Paper on Local Government Finance, Cmnd. 4741.

The chairman of the Committee will be Mr. E. S. McNairn, who, until he retired, was a member of the Board of Inland Revenue. The Committee will also include an industrialist, a chartered surveyor, two local authority officers and two officers from the Departments concerned. They will be assisted as assessors by a valuer from the Inland Revenue Valuation Office and a Scottish Lands Valuation assessor.

The terms of reference are: 'To review in the light of present conditions the effect of Class 4 of the Plant and Machinery (Rating) Order 1960 for England and Wales on the relative rate burden falling on various types of industrial hereditament; to consider what changes might be made to Class 4 to reduce any inconsistencies in the relative rate burden which may be found, to consider the implications of any proposed changes for Scotland and to make recommendations'.

They will not be concerned with the burden of rates on industry relative to that on other categories of rate payers. When the Committee have reported it will be for the government to consider whether, as a result of the Committee's recommendations any changes need to be made in the law relating to rates.

The Committee hope to be able to report in the late Spring of 1972. They are now ready to receive evidence. They will be inviting evidence from professional institutions and representative industrial and local government associations. Any other person or organisation wishing to offer their views to the Committee should send these in writing, addressed to: The Secretary, The Committee on the Rating of Plant and Machinery, Room N5/01, 2 Marsham Street, SW1 P3EB.

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Additions

D. A. Campbell Company Inc., 6 Lowndes Place, London, SW1.
Duncan Lawrie Ltd., Dunster House, 37 Mincing Lane, London, EC3R 7BY.
Investors Management Services (Scotland) Ltd., 2 Queens Road, Aberdeen, AB9 8BD.
Newhall Business Developments Ltd., 83 Newhall Street, Birmingham 3.
T. F. Richter & Co. Ltd., 10 St. James's Place, London, SW1.
Sterling Industrial Securities Ltd., 10 St. James's Street, London, SW1.
Thames Guaranty Ltd., 5 Queen Street, London, W1.

Change of address

Robinson Frere & Co. Ltd., Petershill House, 31 St. Pauls Churchyard, London, EC4M 8DD.

Exempted dealers

Addition

Banco do Brasil SA, 60-63 Aldermanbury, London, EC2V 7JY.

AUTHORISED UNIT TRUST SCHEMES

THE following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1971 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or name and address of management company	Name of scheme	Name and address of trustee
L. S. Fund Managers Ltd., Peninsular House (3rd Floor), Monument Street, London, E.C.3	The Great Winchester Unit Trust	National Westminster Bank Ltd., 41 Lothbury, London, E.C.2
Glenfriars Unit Trust Managers Ltd., 25 Austin Friars, London, EC2N 2JB	Glenfrairs Unit Trust	National Westminster Bank Ltd., 41 Lothbury, London E.C.2
Minster Fund Managers Ltd., Minster House, Arthur Street, London, E.C.4	The Minster Exempt Fund	National Westminster Bank Ltd., 41 Lothbury, London, E.C.2
Metropolitan Exempt Fund Managers Ltd., 28 Haymarket London, S.W.1	Metropolitan Exempt Fund	Williams and Glyn's Bank Ltd., P.O. Box 448, 20 Birchin Lane, London, E.C.3
Bishopsgate Progressive Unit Trust Management Company Ltd., 9 Bishopsgate, London, E.C.2	Bishopsgate International Unit Trust	The Royal Bank of Canada Trust Corporation Ltd., 30-32 Ludgate Hill, London, EC4M 7ND

Changes

The name of Britannia Basic Commodities Fund has been changed to Britannia Commodity Plus Units.

The Trustee of Target Professional Fund has been changed from Guinness Mahon Executor and Trustee Company Ltd. to Williams and Glyn's Bank Ltd.

The Managers of Trustees and Professional Income Fund have changed from Vavasseur Unit Management Ltd. to Commonwealth Securities Ltd.

The Managers of Trustees and Professional Capital Fund have changed from Vavasseur Unit Management Ltd. to Commonwealth Securities Ltd.

The Managers of Vavasseur Leisure Fund have changed from Commonwealth Securities Ltd. to Vavasseur Unit Management Ltd.

The Managers of Vavasseur Midlander Unit Trust have changed from Midlander Unit Trust Management Ltd. to Vavasseur Unit Management Ltd.

The Managers of Vavasseur Commonwealth Unit Trust Fund have changed from Commonwealth Securities Ltd. to Vavasseur Unit Management Ltd.

The Managers of Vavasseur Oil and Energy Trust have changed from Oil and Energy Securities Ltd. to Vavasseur Unit Management Ltd.

The Managers of Vavasseur Capital Accumulator Trust have changed from Electronic and Industrial Securities Ltd. to Vavasseur Unit Management Ltd.

The Managers of Vavasseur Industrial Achievement Trust have changed from Electronic and Industrial Securities Ltd. to Vavasseur Unit Management Ltd.

The Managers of Vavasseur Capital Expansion Trust have changed from Electronic and Industrial Securities Ltd. to Vavasseur Unit Management Ltd.

The Managers of Vavasseur Orthodox Unit Trust have changed from Electronic and Industrial Securities Ltd. to Vavasseur Unit Management Ltd.

The name of Vavasseur Essential Minerals Trust has been changed to Vavasseur International Mining Fund and the Managers of Vavasseur International Mining Fund have changed from Essential Minerals Securities Ltd. to Vavasseur Unit Management Ltd.

The attention of readers is drawn to the fact that the amendments which should have appeared in *Trade and Industry* on October 14 were published in the following week's issue dated October 21.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be at any time DURING THE NEXT THREE YEARS, in a position to supply a substantial proportion of the United Kingdom demand for these materials.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66/74 Victoria Street, London, SW1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

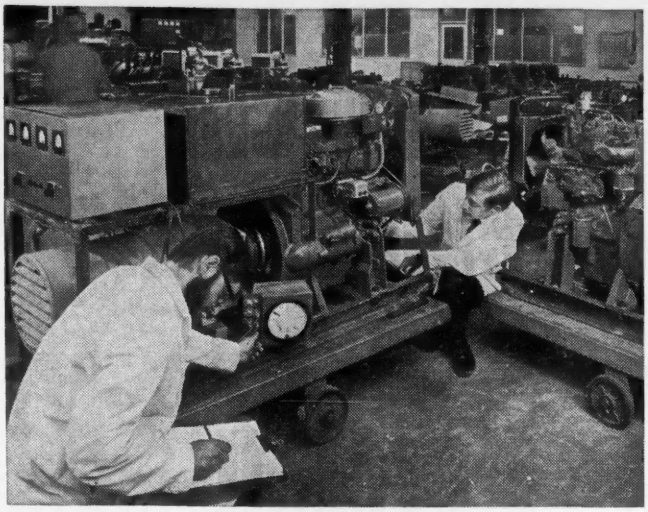
Representations should be received by November 25.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Reference
29.03	*tri*Sodium naphthalenetri-sulphonate, mixed isomers, which contains not more than 0.005 per cent by weight of iron compounds calculated as Fe, and of which an aqueous solution containing 50 grammes per litre has a pH not greater than 7	Trisodium naphthalene 1.3.6/1.3.7. trisulphonate	13792
29.14	Propane-1, 3-diol di-*n*-nonanoate	Propylene glycol di-pelargonate	13767
29.23	Sodium hydrogen 4-amino-5-hydroxynaphthalene-1, 3-disulphonate	4-Amino-5-hydroxynaphthalene-1, 3-disulphonic acid mono sodium salt Chicago FF acid	13754
29.25	*N*-*n*-Hexadecyl-1-hydroxy-2-naphthamide	1-Hydroxy-2-naphthoylcetylamide	13702
29.35	6-Amino-1, 2-dihydroindazol-3-one dihydrochloride	6-Amino-indazolone dihydrochloride	13771
29.36	N^4-Acetylsulphanilamide	as in previous column	13803

Note: Amended definition.

Interested parties will wish to know that The Department of Trade and Industry propose to amend the definition on January 1, 1972 of (29.15) Sodium oxalate which, in the form in which it is imported, contains not less than 5.0 per cent by weight of moisture and which contains in the dried material not more than 98.0 per cent by weight of oxalates expressed as sodium oxalate, $Na_2C_2O_4$, to the following:

(29.15) Sodium oxalate.



A batch of diesel-powered generating sets for the Turkish Ministry of Energy and Natural Resources in various stages of assembly at the Loughborough factory of A. C. Morrison (Engineers), a company in the Morrison Group. Designed to power water pumps by day and lighting units by night, they form part of a £250,000 order for 300 sets from 10 KVA to 55 KVA capacity. Morrison has recently announced new export orders totalling £500,000 for generating equipment of up to 250 KVA capacity for use in areas as far apart as Norway and the South Pacific.

Applications for re-imposition of import duty

THE Department of Trade and Industry, Tariff Division, have received applications for the re-imposition of the import duty from January 1, 1972, on the following items, which are at present temporarily exempt from duty. This is in response to the notice of the Annual Review of temporary exemptions published in *Trade and Industry* on August 12, 1971.

Tariff heading	Description	Reference
29.06	3,5-xylenol	7963
29.30	1-Chloro-4-*iso*cyanatobenzene	TIP 5031
	1,2-Dichloro-2-*iso*cyanatobenzene	TIP 5032
38.19	Calcined bauxite	10902
70.03	Tubing of glass which contains not less than 58 per cent by weight of lead compounds estimated as PbO and not more than 6.5 per cent by weight of alkali metal compounds estimated as K_2O	11839
85.21	Bases for packaging electronic microcircuits, such bases consisting of a square or rectangular sheet of single or multi-layer alumina ceramic furnished with a central metal circuit pad and metal or ceramic square or circular sealing frame, and with printed refractory metal conductor paths which terminate as leads at one edge of the ceramic or are bonded to metal alloy lead frames along two opposite or all four edges, all exposed and unglazed metal surfaces being gold-plated	11711

Representations should be addressed to Tariff Division, Department of Trade and Industry, Kingsgate House, 66/74 Victoria Street, London, SW1E 6SH. These should be received by November 19.

The Import Duties (Temporary Exemptions) (No. 8) Order 1971

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 8) Order 1971. (S.I. 1971 No. 1712).

This Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty, both until January 1, 1972.

The Order came into operation on November 4, 1971, and has been published as Statutory Instrument 1971 No. 1712.

Copies of the order are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches (price 5p) or by post from HMSO, PO Box 569, London, SE1 (price 7½p).

DTI rejects application for imposition of import duty on certain travel brochures

THE Board of Trade (now the Department of Trade and Industry) announced on August 5, 1969 that they were considering an application for the imposition of an import duty on certain travel literature. The application related to publications printed abroad consisting of foreign travel literature mainly devoted to advertising the services or facilities offered by United Kingdom tour or travel operators or persons performing similar functions. Such publications enter the UK duty-free from all sources under tariff sub-heading 49.11(A)(2).

The Department now announce that after full investigation the application has been rejected.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Name	Grantee	Subject-matter
September 22, 1971		
1,133,712	International Standard Electric Corporation	Simplified data processing system
October 7, 1971		
1,003,132	Robert Edmund Nelson	Seal assembly for a bore
1,031,225	Robert Edmund Nelson	Pump and liquid level regulator
1,003 751	The British United Shoe Machinery Company Ltd.	Manufacture of shoes
1,034,413	The British United Shoe Machinery Company Ltd.	Machines suitable for use in the manufacture of shoes
1,096,609	Charbonnages de France	A method of heat stabilisation of acetaldehyde polymers
1,101,406	Societe Anonyme de la Manufacture de Chaines et Ancres de Saint-Amand Etablissements Sirot Mestreit et Dormieux Reunis	An improved stud link chain and a method of manufacturing the same
1,148,132	Hogan Faximile Corporation	Electrolytic recording medium
1,156,958	Hogan Faximile Corporation	Electrolytic recording
October 11, 1971		
1,080,988	La Societe d'Etude et de Fabrication de Material Electronique (SEFME) SARL	Apparatus for checking the operation of diesel engines
1,109,665	Kao Soap Company Ltd.	Method of preventing the caking of substance apt to cake
1,114,309	Anne Haeberli-Schiffer	Improvements in or relating to a bedding or vestimentary piece
1,118,662	Ishikawajima-Harima Jukogyo KK	Nitride-containing low-carbon steels and method of manufacturing
1,189,709	Creed and Company Ltd.	Web feeding apparatus

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

Reduction in coal mine accidents

THE 1969/70 Report of HM Chief Inspector of Mines and Quarries, Mr. J. W. Calder, published on November 3, records that 100 persons were killed and 712 seriously injured in 1969 and 91 persons were killed and 641 seriously injured in 1970. The number of persons killed and seriously injured continues to fall and the accident rates also show a small but welcome reduction. Nevertheless, the Chief Inspector finds no cause for complacency. He draws attention to the continued increase in the rate of accidents in the 'haulage and transport' and 'surface' categories. These increases are in part attributable to changing techniques and the more intensive use of plant and machinery.

The accident rate at quarries, where 23 persons were killed and 74 seriously injured in 1970 continues to cause anxiety. The fatality rate is slightly higher than in coal mines. Mr. Calder asks for an out-and-out effort by everyone employed in the quarrying industry and refers to the need for training, pointing out that the lowest accident rates are to be found in those sections of the industry where training schemes are well established.

The formula for successful exporting is being in the right market at the right time with the right product at the right price.

That's why together with our subsidiaries and associates we're in over 30 major trading areas, seeking out information on local market conditions, making contacts with likely agents and potential buyers carrying, out market intelligence. Helping exporters to achieve the formula for success.

For full details contact our Trade Promotion Department

The Chartered Bank

Head Office: 33 Bishopsgate, London, E.C.2.
Tel: 01-588 3688

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Lep cut freight costs on the ground and in the air

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There's Lep Groupage Services—a overland method of providing fast, safe and low-cost transport for exporters of less than full loads. These services using Containers, Road Trailers and Train ferry wagons, operate regularly from London and other U.K. centres direct to all major European distribution points and other overseas destinations.

And there's Lep Air Cargo Consolidation Services—a system offering the air freight of both general and specific commodity cargoes to most world-wide destinations at below normal airline rates, with the same priority of despatch.

These services operate from London, Midland, Northern and Scottish Airports, and for example, can save up to 20% on normal airline rates to North America.

For full details of these services and other ways Lep can help cut your overall international freighting costs, contact any of the 70 offices and depots of the Lep Group in Great Britain, or:

Lep

LEP GROUP OF COMPANIES,

Sunlight Wharf, Upper Thames Street, London, E.C.4.

Telephone: 01-236 5050.

Telex: Transport Ldn 887282/3.

AVIATION and SHIPPING

Accident to Dan Air Comet G-APDN near Barcelona

THE Spanish Air Ministry, having concluded the investigation into the possible causes of the accident which befell a Comet aircraft belonging to Danair Ltd., in the Sierra de Montseny on July 3 last year, now makes public the results of their inquiry.

The investigation, because of its thoroughness, has perforce taken a long time. It has taken into account information supplied by the British and Spanish Civil Aviation Organisations and data from the 'black box' flight recorder, as well as records of air-ground communications from the Air Traffic Control Centres involved.

The aircraft was carrying out a regular charter flight between the airports of Manchester and Barcelona, proceeding, apparently, normally up to the time of passing VOR Toulouse whilst still within French airspace, after which point it should have followed upper airway UB 31 in the direction of Barcelona.

However, from a flight path reconstruction developed from information obtained from the 'black box' it was noted that the aircraft overshot the turning point and followed a route well to the east of upper airway UB 31, although it is reasonable to assume that it would converge on to the radio beacon at Sabadell, situated on the route that it should really have followed, and pass over it.

The report concludes that the fixes given by the aircraft were erroneous. The notification of having crossed the Barcelona Flight Information Region boundary was confused, as also was the report at Berga, given that that point was passed at the same latitude but displaced to the east. Finally, the report of having 'passed' the radio beacon at Sabadell was also misleading and the aircraft was authorised to descend when it had not yet passed the mountainous area.

On the ground the navigation aids in the Catalonia region were fully operational having been passed by the Flight Aid Testing Service of the Sub-Secretariat of Civil Aviation in the course of periodic inspections. The radar at the Barcelona Control Centre was also serviceable and was used by the flight controllers of the Centre.

The series of position reports from the aircraft led ATC at Barcelona to believe that the aircraft was nearer to Sabadell than it actually was, whilst the request from ATC to the aircraft to know whether it had reached Sabadell led the aircraft, which was uncertain of its progress along the route, to come to the same conclusion, with a result that when a radar echo of characteristics similar to those expected from a Comet and travelling in the correct direction at the appropriate speed appeared on the tube, a wrong identification was made, which was not questioned by the aircraft nor by Control. This led the controller to give instructions for the aircraft to descend and approach the service runway of Barcelona airport. From this moment onwards the catastrophe became inevitable because in reality the aircraft had not completed its crossing of the mountainous zone. A few moments after giving his last instructions the controller, having observed an abnormality in the echo on the screen, rapidly tried to establish radio contact with the aircraft in order to guarantee its security, but without success.

The aircraft and crew were properly certificated and licensed and both the captain and the second pilot had adequate experience in air navigation.

Although it was the first flight which they had made as an official crew to Barcelona airport, the captain of the aircraft had previously carried out a familiarisation flight on the route.

The duty controller in the Barcelona Control Centre was well qualified with a good reputation for efficiency in the execution of his duties at Barcelona for many years.

The conduct, once the accident had occurred, of the Authorities, the Armed Forces and Public Order officials, as well as the local inhabitants of that immediate area, is worthy of praise and the British Authorities have expressed their appreciation of the work of all concerned.

A British Commission was appointed to collaborate with the Spanish Authorities in the investigation into the causes of the accident and their co-operation has been most valuable.

Mr. Noble announces ban on night jet take-offs at Heathrow airport in summer

A NEW ban on take-offs by jet aircraft at night in summer from Heathrow Airport was announced on November 8 by Mr. Michael Noble, Minister for Trade. He is also to consider more stringent limitation on night flights at Gatwick, Luton and Manchester Airports after 1972.

In a written Parliamentary answer, Mr. Noble said: 'I have decided that, from April 1 to October 31, between 2330 and 0600, take-offs by jet aircraft from Heathrow, where the noise problem is at its worst, will be prohibited next year and thereafter. Provision will be made exceptionally for exemption only where hardship would otherwise result from individual cases of delay to aircraft scheduled to depart before 2315 hours. Limits on the number of night movements next summer by jet aircraft at Gatwick, Luton and Manchester have already been announced. My intention in regard to those aerodromes is therefore to consider more stringent limitation on summer night movements in subsequent years. I hope this will bring a considerable measure of relief to those who have in the past suffered from night take-offs.'

Background notes:

Previous arrangements. In each of the last seven summers, Heathrow's night jet movements (take-offs and landings have been restricted to 3,500 by Government control. The limit has not applied to propeller-driven aircraft, but has 'bitten' increasingly as jets replaced the other types.

Effect on airlines. A 3,500 limit was equivalent to an average of only 17 movements (take-offs and landings per night during the seven-months summer period. The banning of take-offs should certainly reduce this number significantly, though the effect on airlines should be small in relation to their total movements.

Unlimited landings. There are obvious difficulties about a ban on landings: in an emergency or where weather conditions elsewhere required diversions, such a regulation would have to be waived. The ban on take-offs is therefore preferred. Its effect on landings will be to deter operators from coming in during and immediately before the restricted period, in that they will be unable to depart until after 0600 hours.

Disturbance from landings. At present about 70 per cent of Heathrow's movements are from east to west, due to the prevailing west wind and the policy of maintaining westerly movements even with an easterly tail wind of up to five knots. In order to share night landing noise more fairly during the time of the take-off ban, the westerly preference will, where possible, be reversed so that landings are from west to east with a westerly tail wind of up to five knots. This should mean that landings are distributed more evenly over the areas east and west of the runways.

Exceptions to take-off ban. These will be carefully controlled and restricted to cases where a service scheduled to take off before 2315 hours is delayed after 2330 hours for reasons outside the operator's control and where it would be a hardship to passengers to withhold permission to depart, or where later take-offs are necessary for a short period to relieve congestion at the airport on account of delays due, for example, to fog. The former sort of exception would be subject to close scrutiny against the possibility of cases becoming disproportionate.

Arrangements elsewhere. A number of foreign aerodromes (eg. Orly, Zurich, Frankfurt, Hamburg, Tokyo) have in force, or in prospect, various forms of night closure. In the United Kingdom a limit of 4,950 on night jet movements at Gatwick has already been announced by the Government for summer 1972, the same as in 1971. At Luton and Manchester where the aerodromes are run by the Corporations, self-imposed summer night jet limits of 4,000 (Luton) and 2,750 (Manchester) were in force this year and are to be raised to 4,500 (Luton) and 4,000 (Manchester) next summer.

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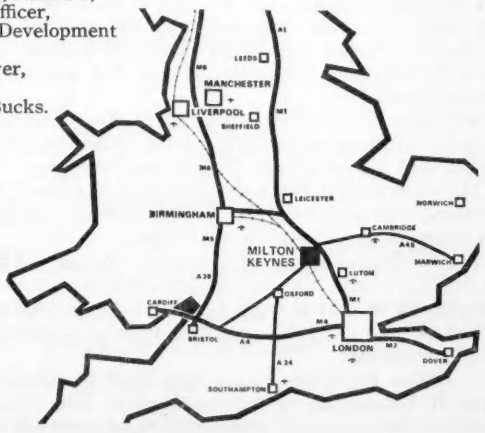

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POINTS from PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

Trade and Industry

WEDNESDAY, NOVEMBER 3

Fuel oil and petrol deliveries

Questions were asked about the possibility of metering deliveries in bulk of petrol and fuel oils. Mr. Nicholas Ridley, Parliamentary Under Secretary of State for Industry, said: 'I have been considering the problem of dealing with short measure in bulk deliveries of fuel oil to domestic consumers and to others and of petrol to retailers following representations from petrol retailers and Local Weights and Measures Authorities. I shall be consulting the oil industry shortly with a view to making an order under the Weights and Measures Act (1963) specifying new measuring arrangements in this field designed to remove the possibility of wrong delivery.'

THURSDAY, NOVEMBER 4

British Export Board

Several questions were asked on the British Export Board. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, said that the main task of the Board would be to give broad direction to the execution of export intelligence work, the work on trade fairs and other promotional activity overseas, the schemes for financial support for firms to participate in missions and for inward commercial visits to this country. This was a much wider field of executive responsibility than that of BNEC, whose main task was to give general promotional support to exports and to administer the scheme for financial support for firms to participate in outward and inward trade missions.

In reply to further questions, Mr Grant said that the estimates for the current year (1971/72) for the work, which would in future be directed by the British Export Board, amounted to £8,193,400 excluding staff costs. No fees or honoraria were payable to members of the Export Board. The appointment of the chairman was for two years. The period of appointment of the members would be stated in any announcement about their appointment.

Gas and electricity superannuitants

Answering questions on pension increases to electricity superannuitants, following the increases in national pensions, Mr. Ridley said that increases had been awarded and were in the course of payment. Pension increases had been paid to gas superannuitants, following the recent increases in national pensions, he said in reply to a further question.

References to Monopolies Commission

Mr. Ridley was asked if in view of the takeover by breweries of hotels, restaurants, motorway services, airport shops, and other outlets, the relevant industries would be referred to the Monopolies Commission. He answered, 'My information is that monopoly conditions as defined in the legislation do not prevail in the hotel and catering industry as a whole or in any major part of it. I shall however continue to scrutinise any takeover which falls within the scope of the legislation'.

Upper Clyde Shipbuilders

Answering a question on the total amount of Government money so far paid to the Upper Clyde Shipbuilders Receiver, Mr. Ridley said that payments made to the Liquidator of Upper Clyde Shipbuilders Ltd. totalled £4 million to date of which approximately £2.7 million was recoverable. The Government was prepared to make up to a further £1.5 million available to the Liquidator as working capital but no payments had so far been made.

Scottish steel industry

Mr. John Davies, Secretary of State for Trade and Industry, was asked if, independent of the British Steel Corporation, his department had assessed the prospects for the Scottish steel industry if no Greenfield Development took place at Hunterston. He said, 'My review of the British Steel Corporation's development strategy is being conducted jointly with the Corporation. Any decision on the timing and location of the next major steel development will take account of regional considerations'.

Industrial development

Sir John Eden, Minister for Industry, answered questions on industrial development in Scotland, Wales, and Wigan.

FRIDAY, NOVEMBER 5

Metrication

A member asked if proposals of the Government for adopting metric standards of weight, volume, distance, and speed for everyday purposes, could be published stating, for each proposal, the dates fixed for their introduction together with details of any Act or Regulation concerned and any power now possessed by Parliament to change or negative any of these proposals. Sir John Eden replied, 'The use of metric standards of weight, volume and length, and by implication of speed, is permitted under the Weights and Measures Act 1963, in all cases except where a requirement to use specified imperial measures is imposed by law. As the hon. Member knows I am proposing to publish a White Paper on metrication. I should not wish to anticipate any reference which it might contain to future legislative proposals'.

Christmas and New Year gift scheme

Answering a question on the total cost to public funds of the DTI's sponsorship of a Christmas and New Year gift scheme in the form of an official handbook, Mr. Grant said, 'A total of £2,438 in respect of publicity for the scheme over the past four years and an estimated £733 in the current year. Directly attributable to the scheme 513 copies were purchased of the 1968 edition; 514 copies of the 1969 edition; 698 copies of the 1970 edition; 813 copies of the 1971 edition'.

Coal

Questions were asked about the total tonnage and value of imported coal from South Africa and the United States respectively since the lifting of the ban on November 12, 1970 to the latest available date. Mr. Ridley said that for the period December 1970, the month in which restrictions were removed, to September 1971 inclusive, the information was as follows:

	Tons	£ *thousand*
South Africa*	517	18
United States	1,267,495	11,841

*The figures for South Africa are lower than those given in answer to a Question on May 10, 1971 (Hansard col. 345) as they take account of corrections reported by importers to HM Customs.

Aviation and Shipping

THURSDAY, NOVEMBER 4

Tanker collision

Questions were asked on the circumstances of the collision that occurred between the Liberian tanker 'Efplia' and the British coaster 'Redthorn' in the English Channel. Mr Grant said, 'I have ordered a preliminary inquiry into the collision between the 'Efplia' and the 'Redthorn' on November 1, 1971, which is now in progress. The Liberian authorities are co-operating in this inquiry.'

Aircraft noise

Mr Grant was asked when he expected to receive the views of the Noise Advisory Council on the Second Survey of Aircraft Noise around London (Heathrow) Airport; and how soon thereafter would he decide how far and in what way to apply the findings of the Survey. 'The Noise Advisory Council's earliest opportunity to formulate views will be at their meeting this month. I expect to be able to make my first decisions with regard to the Survey's findings soon thereafter', he answered.

FRIDAY, NOVEMBER 5

Accident on drilling vessel

In reply to a Member who asked if the DTI had called for a report concerning the recent death of an experienced deep-sea diver operating from the drilling vessel 'Glomor III' presently under British jurisdiction south-east of Aberdeen in the North Sea, Sir John Eden said, 'The Mobil Oil Company, to whom Glomor III is on hire, immediately informed the Department of this accident in accordance with the terms of their licence; they and the diving contractor will furnish full reports to the Department. I understand that the Procurator Fiscal in Aberdeen is conducting a full investigation in co-operation with the police and the deep sea diving naval authorities; he has agreed to provide the Department with a copy of his findings'.

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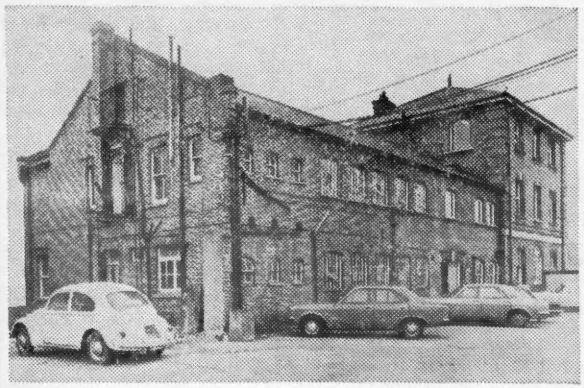
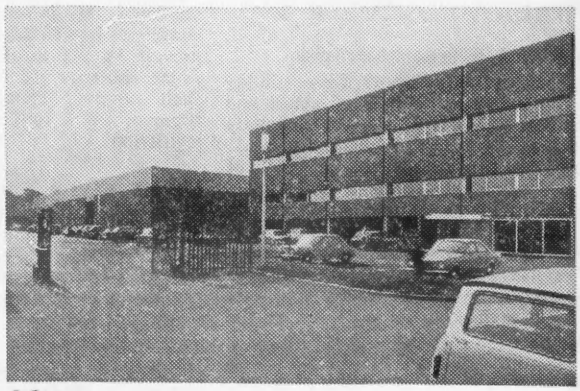


Before



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Government surplus sales

MINISTRY OF DEFENCE

November 17, 1971 Miscellaneous Stores

Location: Auctioneers Premises

Auctioneers: Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 0752 69292)

Carpets; greatcoats; duffel coats; trousers; blouses; jerseys; underwear; suitcases; kitbags; webbing; boots and shoes; blankets; sheets; curtains; cotton, wool and serge rags; tentage; mattresses; wooden and metal furnishings including, steel cabinets, safes, canteen tables, fold flat chairs, tubular stacking chairs, desks; drawing presses; china; glass and kitchenware; binoculars; telescopes; clocks; stop and other watches; barometers; cameras; photographic equipment; meters; lamps; lanterns and electric bulbs; gymnastic equipment; paint; garden and hand tools; tyres; M.T. spares; electrical spares; bearings; fire and fuel pumps; oil fuel hoses; 30 ft. masts; rope; laboratory equipment; stainless steel tubing; machinery including, lathes; grinders; drills; woodworking machine; buffing and polishing machines; portable boilers and other miscellaneous equipment.

November 24/25 Miscellaneous Stores

Location: TA & VR Centre, Meadowforth Road, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E1. (Tel. 041-554 2447)

Air compressors; electric motors; welding sets; various pumps; firefighting equipment including, suction and delivery hose; suction heads; LA nozzles etc.; steel boxes; machine tools including, turning and screwing machine; horizontal millers; lathes; morticing machine; 25-ton hydraulic press; 36 in. autoscythes; sawmaster; blacksmiths forge; various types of clothing; textiles; furniture, etc.

November 30 Miscellaneous Stores

Location: Regional Depot, Ordnance Support Unit RAOC, Barlow, Nr. Selby, Yorks.

Auctioneers: Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH. (Tel. 0532 20898)

10-ton roller; concrete mixer; diesel fork lift trucks; drilling and grinding machines; guillotine and shearing machines; circular saws; welding equipment; lubricating equipment; charging sets; compressors and pneumatic tools; firefighting equipment; cable; tyres; electrical signal and wireless equipment; MT spares; tool kits and hand tools; hydraulic and screw jacks; household and kitchen equipment; ladders; ironmongery; plastic sheets 160 ft. × 90 ft.; electric fires and irons; watches; compasses; tents; canvas; carpets; curtains; kitbags; camp equipment; blankets; sheets, etc.; blue and khaki greatcoats; battledress; denims; raincoats; overalls; shoes and other clothing; chairs; tables; wardrobes; chests of drawers; desks; beds and numerous items of other miscellaneous stores.

December 1/2 Miscellaneous Vehicles, Road Making Equipment, Heavy Engineering Plant

Location: Ordnance Storage and Disposal Depot, Ruddington, Notts.

Auctioneers: Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham, NG1 2GL. (Tel. 0602 54272)

Commercial vehicles including, heavy duty trucks and tractors; excavators; loading shovels; dozers; half tracks; graders; dumpers; fork lift trucks; trailers; 20-ton tractors; breakdown trucks; coaches; hydraulic tippers; refuellers; saloon cars; estates; travellers; light vans; motor cycles, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).

SALE BY TENDER

Machine Tools

Conomatic autos; radial drill and drills; tool and cutter grinders; turret and centre lathes; vertical and universal millers; plant and miscellaneous items. Located at Aylesbury, Bucks and Ferranti Ltd., Lancs. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales (Supply) 6aiv, First Avenue House, High Holborn, London, WC1V 6HE. Tenders must be returned by 10 a.m. on the following dates:

Tender No. 3205 November 23, 1971.
Tender No. 3216 December 7 1971

DEPARTMENT OF THE ENVIRONMENT

November 24, 1971 at 10 am

Location: Department of the Environment Supplies Division Stores, Bay 5, Ashton Vale Road, Bristol 3

Auctioneers: Stanley Alder and Price, 7 St. Stephens Street, Bristol 1

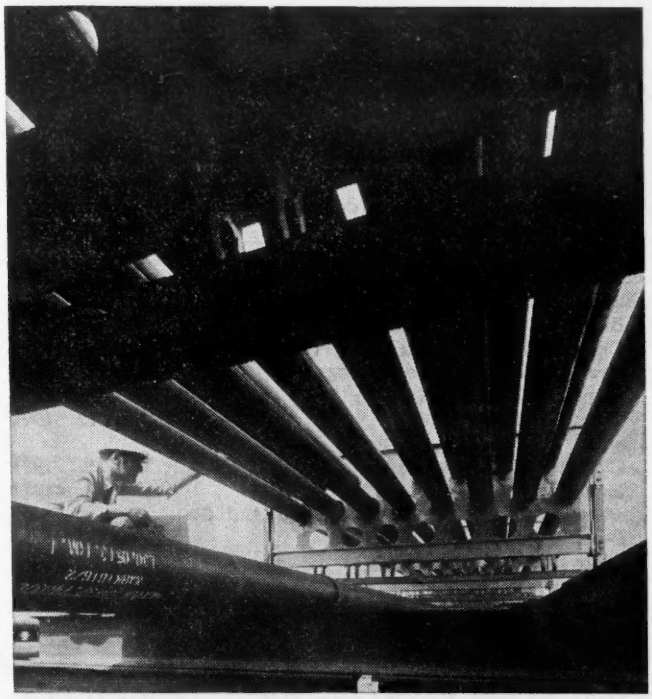
Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.

Catalogues: Direct from auctioneer.

View days: Day preceding and morning of sale.

OVERSEAS AID FOR EXPORTERS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of the names and addresses of British commercial representatives overseas is published quarterly as a supplement to *Trade and Industry*, and last appeared on October 7.



Direct fired heater tube bundles being assembled before shipment to the Come-By-Chance refinery in Newfoundland. The tube sheets are made in special heat resisting 50 chrome 50 nickel alloy (conforming to ASTM A560-50|50), one of a range of heat resisting alloys manufactured at the Hillington, Glasgow, foundry of Dewrance Metals. The assembly is part of 12 heaters designed by Born Heaters of Brighton for Procon (GB), the refinery constructors.

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	Nov. 4, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6-M)	Oct. 21, 1971
Balance of payments:	
Civil aviation (Q)	Oct. 28, 1970
Trends in invisible transactions (Q)	Sept. 16, 1971
UK balance of payments (Q)	Sept. 16, 1971
Bankruptcy orders (Q)	May 5, 1971
Business names registered (A)	Jan. 27, 1971
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	Oct. 14, 1971
Catering trades turnover (M)	Oct. 14, 1971
Chemicals industry (Q)	Aug. 26, 1971
Companies:	
Acquisitions and mergers (Q)	Aug. 26, 1971
New companies registered:	
Gt. Britain (M)	Oct. 21, 1971
N. Ireland (M)	Sept. 30, 1971
Computers:	
UK computer market (Q)	Oct. 21, 1971
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	Oct. 7, 1971
International trade credit (A)	April 14, 1971
ECGD business (Q)	Sept. 30, 1971
Electronics capital equipment deliveries, research and development (Q)	Nov. 4, 1971
Engineering and electrical goods:	
Deliveries and orders (M)	Oct. 28, 1971
Film industry:	
British Film Fund Agency returns (M)	Oct. 14, 1971
Cinema admissions and takings (M)	Oct. 14, 1971
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 24, 1971
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6-M)	July 15, 1971
Household consumption (Q)	Oct. 14, 1971
Footwear industry production, orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	Sept. 16, 1971
Industrial countries trade and production (Q)	This week
World exports of manufacturers (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 14, 1971
Unit value and volume index nos. (M)	Oct. 14, 1971
Value of overseas trade (M)	Oct. 21, 1971
Value of overseas trade: analysis of trends (Q)	Nov. 4, 1971
Hairdressing trades turnover (M)	Oct. 14, 1971
Hire purchase business (M)	This week
Industrial building approved (Q)	Nov. 4, 1971
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	Oct. 21, 1971
N. Ireland index (M)	Oct. 28, 1971
Wales index (Q)	Sept. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Oct. 14, 1971
Investment and earnings overseas (A)	April 7, 1971
Laundries and dry cleaners turnover (M)	Oct. 14, 1971
Machine tools deliveries and orders (Q)	Sept. 16, 1971
Man-made fibres:	
Analysis of production (Q)	Nov. 4, 1971
Deliveries (Q)	Nov. 4, 1971
Production (M)	Nov. 4, 1971
Volume of production (M)	Nov. 4, 1971
Motor industry:	
Car and commercial vehicle production (M)	Nov. 4, 1971
Motor trades turnover (M)	Oct. 21, 1971
Office development permits (Q)	Sept. 2, 1971
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	Oct. 28, 1971
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Royalty transactions (A)	Mar. 31, 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Feb. 10, 1971
Steel consumption (Q)	Sept. 16, 1971
Stocks:	
Distributive and service trades (A)	April 28, 1971
Industry's stocks (Q)	Oct. 14, 1971
Retail (M)	Oct. 14, 1971
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Clothing and textile orders and deliveries (M)	Oct. 7, 1971
Cotton production (M)	Nov. 4, 1971
Hosiery production (M)	Oct. 21, 1971
Wholesale houses sales (M)	Oct. 21, 1971
Wool exports (Q)	Sept. 9, 1971
Wool output (M)	Nov. 4, 1971
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	This week
UK official reserves (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	Feb. 24, 1971
Index nos. (M)	Oct. 21, 1971

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	Oct. 7, 1971
Business Monitor titles	Oct. 28, 1971
Customs notices of interest to exporters	Oct. 7, 1971
Directory of DTI (formerly BOT) departments and their work	April 8, 1970
DTI addresses (former BOT offices)	Oct. 21, 1971
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	Sept. 30, 1971
Index Jan.-Mar. 1971	May 26, 1971
Official receivers offices	May 20, 1970
Programme of trade promotions	July 22, 1971
Release dates of economic statistics	Oct. 28, 1971

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m in base year	26,793		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1965	108	111.7	115	114	106	..	121	124	119	127	117	376	263	47	31
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	146	142	158	23	75	41
1969	118	122.9	144	143	113	103.0	138	140	148	131	131	346	232	26	27
1970	120	124.1	157	155	116	104.2	140	152	157	118	136	329	214	42	51
1969 3rd qtr	119	123.2	145	144	113	103.2	139	145	155	131	130	57	4	10	8
4th qtr	119	123.3	147	147	114	102.9	138	145	153	125	130	91	74	2	—
1970 1st qtr	117	123.8	149	149	114	103.3	134	145	146	114	132	–16	42	1	–32
2nd qtr	121	123.5	155	154	116	104.2	143	153	163	119	138	116	55	12	26
3rd qtr	120	124.3	160	158	117	104.6	141	154	156	120	134	117	44	7	14
4th qtr	122	124.6	163	160	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	118	124.5	164	162	116	101.9	139	147	148	114	148	84	70	2	–62
2nd qtr	121	126.3	169	170	119	104.3	142	142	163	122	142	–67	–116	13	38
3rd qtr						105.4									
Mar		122.8				103.0									
Apr		125.4				104.7									
May		126.0				104.9									
Jun		127.5				103.4									
Jul		125.9 p				105.0									
Aug		125.6 p				106.1									
Sept						105.2									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electric goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry‖		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports(‖)	Exports(¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956				1963	1963	
£m in base year							Series in thousands			4,362	4,282	Series in £ million
1965	119	112.1	*4.8*	105.4	106.8	157.9	308	265	24,784	116	112	–52
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	120	121	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	130	120	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	159	146	–288
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	126.2	127.7	217.7	574	186	24,135	181	184	579
1969 3rd qtr	115	132.0	*5.0*	121.4	120.3	197.8	547	200	24,285	165	171	172
4th qtr	117	133.7	*5.1*	124.1	121.7	201.6	544	199	24,249	169	172	167
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	561	192	24,275	171	180	206
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	187	24,138	183	183	113
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	592	185	24,072	178	175	69
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	581	177	24,054	190	199	191
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	631	146	23,824	189	186	79
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.2	725	131		199	209	237
3rd qtr		155.3	*10.1*	133.9 p	139.2 p	248.2 p	802	121		198 p	217 p	
Mar	120	149.0	*8.8*	130.4	135.1	238.1	656	134		207	211	
Apr	117	152.2	*9.4*	132.9	136.3	239.2	704	129		200	208	
May	117	153.2	*9.8*	133.0	137.3	242.7	731	130		193	204	
Jun	116	154.3	*10.3*	133.5	138.0	245.0	740	133		203	216	
Jul	119 p	155.2	*10.1*	135.3	139.0	246.9	788	122		198 p	214 p	
Aug	120 p	155.3	*10.3*	133.8	139.3	248.3	799	123		192 p	216 p	
Sept		155.5	*9.9*	132.5 p	139.4 p	249.4 p	819	118		204 p	223 p	
Oct				132.1 p	139.6 p		833 p	116 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments and allowances for factors affecting recording.
(‖) This now includes food industries.

Industrial countries' trade and production in the second quarter of 1971

Summary

THERE was somewhat faster growth in the value of export business of industrial countries in the first half of this year after the slowing down in the second half of 1970. Total exports by industrial countries in the second quarter of 1971 showed a 4 per cent increase over the first quarter; for the first half year the increase over the second half of last year was 6½ per cent compared with 4½ per cent between the first and second halves of last year. Exports of manufactured goods by the main manufacturing countries in the first half year showed an increase of 6 per cent as against 5 per cent between the first and second halves of 1970. Imports into industrial countries increased strongly in the second quarter but for the first half year the increase of 5 per cent was the same as that between the first and second halves of last year. Industrial production, which levelled out during the first half of last year after 2½ years of very strong growth, was somewhat higher in the first half of this year.

Exports

The increase in the value of industrial countries' total exports in the first half year, at an annual rate of 13 per cent, was similar to the average over the previous five years, of about 12 per cent. Exports to other industrial countries and to primary producers in

TABLE 1. INDUSTRIAL COUNTRIES' TRADE

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (f.o.b.) to			Imports (c.i.f.)‡ from		
	World	Industrial countries †	Primary producers †	World	Industrial countries	Primary producers
1966	33.82	23.83	9.79	35.06	24.59	10.45
1967	35.65	25.25	10.26	36.96	26.07	10.87
1968	40.20	28.78	11.30	41.54	29.59	11.93
1969	46.45	33.74	12.60	48.01	34.67	13.32
1970	53.82	39.16	14.52	55.28	40.36	14.88
1967 1st quarter	35.66	25.01	10.52	36.58	25.79	10.76
2nd quarter	35.64	25.09	10.46	36.40	25.84	10.54
3rd quarter	35.50	25.12	10.25	36.74	25.92	10.83
4th quarter	36.04	25.98	9.89	38.32	26.89	11.42
1968 1st quarter	38.11	27.25	10.74	39.59	28.11	11.35
2nd quarter	38.41	27.40	10.97	39.86	28.26	11.66
3rd quarter	41.50	29.66	11.72	42.54	30.25	12.32
4th quarter	42.32	30.47	11.65	43.83	31.47	12.35
1969 1st quarter	42.36	31.04	11.21	44.15	31.48	12.52
2nd quarter	46.79	33.80	13.02	48.21	35.06	13.24
3rd quarter	47.53	34.21	13.06	48.92	35.24	13.72
4th quarter	48.92	35.66	13.08	50.56	36.66	13.92
1970 1st quarter	51.53	37.49	13.93	52.82	38.39	14.27
2nd quarter	53.77	39.17	14.62	54.91	40.22	14.74
3rd quarter	54.25	39.44	14.50	55.81	40.55	15.22
4th quarter	55.62	40.30	15.10	57.53	42.08	15.44
1971 1st quarter	57.28	41.67	15.44	58.35	43.02	15.16
2nd quarter	59.56	43.31	16.24	60.83	44.41	16.44

† Excluding United States special category exports (see definitions).
‡ Imports into Canada and the United States are valued f.o.b.
Source: OECD.

TABLE 2. EXPORTS FROM INDUSTRIAL COUNTRIES

Quarters or quarterly averages, seasonally adjusted — US $ thousand million (f.o.b.)

	Total	Canada	United States	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1966	33.82	2.39	7.58	2.45	21.41	3.68	3.82	13.16	2.73	5.03	2.01
1967	35.65	2.64	7.88	2.61	22.52	3.61	4.06	14.04	2.85	5.43	2.18
1968	40.20	3.14	8.60	3.24	25.21	3.86	4.46	16.06	3.18	6.21	2.55
1969	46.45	3.44	9.50	4.00	29.51	4.40	5.18	18.96	3.76	7.26	2.93
1970	53.82	4.04	10.81	4.83	34.15	4.84	5.94	22.17	4.49	8.55	3.30
1967 1st quarter	35.66	2.65	7.91	2.54	22.56	3.89	3.99	13.87	2.78	5.35	2.18
2nd quarter	35.64	2.64	7.87	2.59	22.54	3.76	4.11	13.52	2.81	5.45	2.14
3rd quarter	35.50	2.54	7.91	2.69	22.35	3.66	3.96	13.83	2.84	5.38	2.12
4th quarter	36.04	2.75	7.90	2.65	22.75	3.11	4.16	14.64	2.98	5.60	2.28
1968 1st quarter	38.11	3.04	8.12	2.87	24.08	3.74	4.28	15.26	3.16	5.80	2.38
2nd quarter	38.41	3.09	8.45	3.23	23.65	3.67	4.35	14.85	2.60	5.81	2.48
3rd quarter	41.50	3.11	9.07	3.30	26.02	3.98	4.54	16.66	3.51	6.38	2.54
4th quarter	42.32	3.28	8.68	3.50	26.86	4.05	4.64	17.30	3.43	6.77	2.75
1969 1st quarter	42.36	3.47	7.76	3.73	27.40	4.04	4.99	17.50	3.59	6.43	2.87
2nd quarter	46.79	3.37	10.04	3.95	29.45	4.32	5.11	19.07	3.82	7.27	3.09
3rd quarter	47.53	3.38	10.04	4.13	29.97	4.61	5.20	19.13	3.63	7.36	3.01
4th quarter	48.92	3.58	10.16	4.18	31.00	4.64	5.40	19.98	3.90	7.95	2.77
1970 1st quarter	51.53	3.92	10.48	4.61	32 53	4.71	5.71	20.99	4.28	8.08	3.08
2nd quarter	53.77	3.98	11.06	4.75	33.98	4.82	5.92	22.04	4.46	8.50	3.31
3rd quarter	54.25	4.11	10.91	4.91	34.32	4.59	5.97	22.45	4.47	8.69	3.43
4th quarter	55.62	4.12	10.85	5.04	35.61	5.23	6.15	23.02	4.66	8.90	3.38
1971 1st quarter	57.28	4.30	11.36	5.61	36.02	4.88	6.26	23.53	4.84	9.10	3.50
2nd quarter	59.56	4.35	11.27	5.96	37.97	5.52	6.39	24.60	5.04	9.64	3.64
3rd quarter						5.79					

Sources: United Kingdom: DTI.
Other countries: OECD.

the first half year showed increases of 6½ and 7 per cent respectively, both substantially higher than in the second half of last year. In the second quarter most industrial countries recorded strong increases in the value of their exports, the principal exception being the United States whose exports showed a small decline. Taking the first half year as a whole, however, exports of the United States showed an increase of 4 per cent, as against only 1 per cent in the second half of last year, and this was a material factor in the faster increase of manufacturing countries' exports this year. Other countries to show a faster increase this year include Japan, France and the United Kingdom. The increase of German exports in the first half year was substantial but monthly figures, not shown in the table, show a slowing in the rate of increase during the half year.

Exports of manufactures

The seasonally adjusted value of exports of manufactured goods from the main manufacturing countries is estimated to have increased by 4 per cent in the second quarter of 1971. The increase in the first half year was nearly 6 per cent, compared with just over 4½ per cent in the second half of 1970. Compared with these increases for manufacturing countries as a whole, United Kingdom exports of manufactures showed rises in value of 8 per cent and just over 1½ per cent respectively.

(continued on next page)

TABLE 3. IMPORTS INTO INDUSTRIAL COUNTRIES

Quarters or quarterly averages, seasonally adjusted — US $ thousand million (c.i.f)

	Total	Canada †	United States †	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1966	35.06	2.28	6.71	2.38	24.01	4.16	4.75	13.42	2.97	4.51	2.15
1967	36.96	2.56	6.71	2.92	24.77	4.43	4.93	13.77	3.10	4.34	2.46
1968	41.54	2.86	8.28	3.25	27.15	4.74	5.17	15.50	3.50	5.04	2.56
1969	48.01	3.29	9.01	3.76	31.95	4.99	6.00	18.94	4.35	6.23	3.11
1970	55.28	3.33	9.99	4.72	37.24	5.43	7.33	22.16	4.78	7.46	3.74
1967 1st quarter	36.58	2.49	6.69	2.73	24.66	4.41	4.98	13.60	3.19	4.25	2.36
2nd quarter	36.40	2.54	6.50	2.87	24.49	4.40	4.93	13.43	2.97	4.23	2.36
3rd quarter	36.74	2.57	6.62	2.95	24.60	4.42	5.00	13.58	3.09	4.27	2.45
4th quarter	38.32	2.50	7.12	3.14	25.56	4.47	4.94	14.55	3.19	4.61	2.67
1968 1st quarter	39.59	2.80	7.85	3.11	25.82	4.64	4.99	14.54	3.29	4.75	2.25
2nd quarter	39.86	2.75	8.12	3.12	25.87	4.63	5.05	14.48	2.96	4.83	2.55
3rd quarter	42.54	2.79	8.53	3.31	27.91	4.82	5.23	16.10	3.78	5.19	2.67
4th quarter	43.83	3.08	8.48	3.43	28.85	4.86	5.34	16.65	3.97	5.33	2.77
1969 1st quarter	44.15	3.27	7.66	3.45	29.78	4.86	5.49	17.48	4.06	5.79	2.84
2nd quarter	48.21	3.28	9.64	3.46	31.82	5.03	5.85	18.93	4.48	6.13	3.10
3rd quarter	48.92	3.24	9.33	4.04	32.30	5.01	6.08	19.19	4.40	6.20	3.23
4th quarter	50.56	3.36	9.38	4.10	33.73	5.06	6.51	19.99	4.36	6.77	3.29
1970 1st quarter	52.82	3.27	9.72	4.44	35.39	5.15	6.93	21.00	4.48	7.32	3.42
2nd quarter	54.91	3.36	9.92	4.51	37.13	5.49	7.27	22.00	4.71	7.42	3.75
3rd quarter	55.81	3.48	9.98	5.03	37.33	5.33	7.30	22.48	4.98	7.34	3.92
4th quarter	57.53	3.18	10.34	4.94	39.06	5.75	7.79	23.12	4.98	7.72	3.85
1971 1st quarter	58.35	3.62	10.82	4.91	39.02	5.72	7.39	23.53	4.91	8.19	3.93
2nd quarter	60.83	3.75	11.84	4.82	40.43	5.89	7.81	24.29	5.18	8.51	3.89
3rd quarter						5.95					

† Canadian and United States imports are valued f.o.b.
Sources: United Kingdom: DTI.
Other countries: OECD.

TABLE 4. EXPORTS OF MANUFACTURES BY THE MAIN MANUFACTURING COUNTRIES

Quarters or quarterly averages — US $ thousand million (f.o.b.)

	Total † (seasonally adjusted)	United Kingdom (seasonally adjusted)	Canada	United States †	Japan	Sweden	Switzerland	Belgium-Luxembourg	France	German Federal Republic	Italy	Netherlands
1966	23.23	3.07	1.20	4.69	2.26	0.76	0.75	1.40	1.99	4.50	1.60	1.00
1967	24.86	3.03	1.47	5.07	2.45	0.83	0.80	1.44	2.11	4.87	1.75	1.06
1968	28.62	3.25	1.83	5.78	3.05	0.91	0.90	1.67	2.35	5.57	2.10	1.22
1969	33.52	3.75	2.12	6.47	3.74	1.07	1.05	2.07	2.76	6.56	2.44	1.49
1970	38.52 p	4.08	2.41 p	7.18	4.54	1.31	1.14	2.40	3.37	7.67	2.77	1.70
1967 1st quarter	24.63	3.26	1.38	5.10	2.13	0.78	0.74	1.47	2.08	4.66	1.73	1.05
2nd quarter	25.09	3.15	1.53	5.34	2.39	0.92	0.79	1.46	2.18	4.91	1.77	1.08
3rd quarter	24.68	3.08	1.34	4.73	2.58	0.70	0.74	1.22	1.90	4.62	1.66	1.03
4th quarter	25.05	2.61	1.64	5.14	2.70	0.93	0.90	1.59	2.28	5.29	1.82	1.09
1968 1st quarter	27.04	3.16	1.73	5.32	2.43	0.86	0.82	1.65	2.42	5.21	1.97	1.17
2nd quarter	27.05	3.09	1.88	5.99	2.99	0.89	0.86	1.64	1.95	5.09	2.05	1.16
3rd quarter	29.67	3.39	1.69	5.75	3.19	0.88	0.88	1.57	2.35	5.51	2.04	1.21
4th quarter	30.73	3.42	2.03	6.04	3.57	1.01	1.04	1.85	2.67	6.46	2.33	1.35
1969 1st quarter	30.44	3.45	2.00	5.59	3.16	1.00	0.94	1.91	2.64	5.76	2.38	1.35
2nd quarter	33.31	3.66	2.18	6.96	3.60	1.08	1.02	2.05	2.87	6.43	2.61	1.47
3rd quarter	34.61	3.93	2.09	6.36	3.95	0.97	1.02	1.94	2.45	6.41	2.48	1.48
4th quarter	35.71	3.98	2.23	6.97	4.26	1.23	1.22	2.38	3.06	7.62	2.31	1.64
1970 1st quarter	36.47	4.02	2.26	7.14	3.88	1.20	1.04	2.27	3.17	7.04	2.53	1.56
2nd quarter	38.79	4.08	2.57	7.75	4.37	1.32	1.16	2.54	3.55	7.62	2.86	1.66
3rd quarter	38.78	3.86	2.27	6.75	4.71	1.20	1.09	2.18	3.07	7.52	2.78	1.70
4th quarter	40.05 p	4.38	2.54 p	7.06	5.19	1.50	1.26	2.59	3.69	8.49	2.90	1.87
1971 1st quarter	40.86 p	4.20	2.53 p	7.55	4.75	1.42	1.13	2.36	3.69	8.11	2.89	1.89 p
2nd quarter	42.54 p	4.70	2.81 p	7.84	5.53	1.47	1.25	2.44	3.87	8.40	3.06	1.96 p
3rd quarter		4.87										

† Excluding United States special category exports (see definitions).
Sources: United Kingdom and Total: DTI.
Other countries: OECD.

INDUSTRIAL COUNTRIES
continued

Imports

Industrial countries' total imports increased quite strongly in the second quarter, by some 4 per cent. For the first half year, the increase was 5 per cent, much the same as in the previous half year, and somewhat less than the average rate of nearly 12 per cent a year over the past five years. Imports from primary producing countries showed a large increase in the second quarter although for the half year the rise was only modest. Experience of individual industrial countries varied greatly. There were substantial increases in the first half year in the imports of the United States, Canada and Germany. Against this, Japanese imports in the first half year were lower than in the second half of last year and French and Italian imports showed only small increases.

Primary producers

Revised figures for exports by primary producers in 1970 indicate an increase of 12 per cent over 1969, compared with a rate of just under 10 per cent in the previous year. Provisional estimates of exports by primary producers in the first quarter of 1971 indicate that they remained at the same level as in the previous quarter.

Industrial production

Production in the industrial countries in the first half year was a

TABLE 5. WORLD TRADE

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (f.o.b.) from				Imports (c.i.f.)† into		
	World	Industrial countries	Primary producers	*Volume of world exports 1963 = 100*	World	Industrial countries	Primary producers
1966	45.20	33.82	11.38	*127*	47.27	35.06	12.21
1967	47.48	35.65	11.83	*134*	49.75	36.96	12.79
1968	53.01	40.20	12.81	*151*	55.26	41.54	13.72
1969	60.64	46.45	14.19	*167*	62.89	48.01	14.88
1970	69.59	53.82	15.77	*182*	72.53	55.28	17.25
1967 1st quarter	47.33	35.66	11.67	*132*	49.38	36.58	12.80
2nd quarter	47.27	35.64	11.63	*133*	49.23	36.40	12.83
3rd quarter	47.38	35.50	11.88	*133*	49.57	36.74	12.83
4th quarter	48.18	36.04	12.14	*136*	51.22	38.32	12.90
1968 1st quarter	50.40	38.11	12.29	*144*	52.78	39.59	13.19
2nd quarter	51.04	38.41	12.63	*145*	53.34	39.86	13.48
3rd quarter	54.50	41.50	13.00	*154*	56.42	42.54	13.88
4th quarter	55.63	42.32	13.31	*159*	58.17	43.83	14.34
1969 1st quarter	55.73	42.36	13.37	*154*	58.08	44.15	13.93
2nd quarter	60.66	46.79	13.87	*168*	62.70	48.21	14.49
3rd quarter	62.19	47.53	14.66	*171*	64.21	48.92	15.29
4th quarter	63.79	48.92	14.87	*173*	66.36	50.56	15.80
1970 1st quarter	66.73	51.53	15.20	*174*	68.83	52.82	16.01
2nd quarter	69.13	53.72	15.41	*183*	71.85	54.91	16.94
3rd quarter	70.23	54.25	15.98	*182*	73.31	55.81	17.50
4th quarter	72.10	55.62	16.48	*190*	76.08	57.53	18.55
1971 1st quarter	73.74 p	57.28	16.46 p	*185*	76.32 p	58.35	17.97 p
2nd quarter		59.56				60.83	

† Imports into Canada and the United States are valued f.o.b.
Sources: Industrial countries: OECD.
Primary producers: International Monetary Fund (seasonally adjusted by DTI).
Volume index: United Nations (seasonally adjusted by DTI).

TABLE 6. INDEX NUMBERS OF INDUSTRIAL PRODUCTION

Seasonally adjusted — 1963 = 100

	Industrial countries	Canada	United States	Japan	European OECD	United Kingdom	Sweden	EEC	France	German Federal Republic	Italy
Weights	100.0	3.4	50.9	5.7	40.0	8.5	1.4	25.1	7.8	10.6	4.0
1965	115	119	115	120	112	111	119	111	109	114	106
1966	123	127	126	136	118	113	124	117	117	116	118
1967	126	131	127	162	119	113	127	119	121	114	128
1968	135	140	133	190	128	119	134	129	126	128	136
1969	145	146	139	222	140	123	145	143	142	144	141
1970	148	150	135	258	148	125	157	152	150	153	150
1967 1st quarter	124	128	127	151	117	111	127	117	119	112	126
2nd quarter	124	130	126	157	118	112	128	116	118	111	128
3rd quarter	126	132	127	166	119	112	127	119	120	114	127
4th quarter	129	133	129	174	123	115	130	123	123	120	131
1968 1st quarter	131	134	130	177	124	117	129	125	127	120	133
2nd quarter	132	138	132	187	123	118	134	122	108	127	135
3rd quarter	136	139	133	194	130	120	138	131	132	129	136
4th quarter	139	143	135	203	135	122	141	137	138	136	141
1969 1st quarter	141	147	137	205	137	122	143	140	138	139	144
2nd quarter	144	146	139	218	141	123	147	144	142	144	147
3rd quarter	146	145	140	227	142	124	148	145	144	145	144
4th quarter	146	148	138	238	143	125	154	145	144	150	131
1970 1st quarter	148	151	137	245	147	125	155	152	150	153	152
2nd quarter	148	150	136	258	148	125	161	152	149	155	150
3rd quarter	148	149	135	264	148	126	156	152	150	152	149
4th quarter	146	149	131	263	149	126	163	152	151	152	151
1971 1st quarter	149	151	133	268	152	126	163	157	155	159	149
2nd quarter	149	152	135	265	151	128	162	155	152	157	

Source: OECD.

little higher than in the second half of last year, but movements since early last year have been slight when compared with the strong rate of increase of the previous 2½ years. The seasonally adjusted index showed an increase of 1½ per cent in the first quarter this year and remained at the same level in the second quarter. There was some further recovery in production (1½ per cent) in the United States in the second quarter following the automotive industry strikes in 1970, but the index for that country still shows a reduction of 3 per cent compared with that recorded in 1969. There were also increases in production in the second quarter in the United Kingdom (1½ per cent) and Canada (just over ½ per cent). Other industrial countries showed small decreases in the second quarter, although these were often in relation to sharply higher first quarter levels and for the half year as a whole the level of output was generally up on the second half of last year.

Definitions

In this article, the **industrial countries** comprise all members of OECD. All other countries are described as **primary producers.** The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba, The People's Republic of China, North Korea, and North Vietnam are excluded as reporting countries but are included as markets for exports and as suppliers of imports. **Manufactured goods** are the products included in sections 5-8 of the United Nations standard international trade classification. In 1969 the **11 main manufacturing countries** shown in Table 4 exported 94 per cent of all exports of manufactures from the industrial countries. As indicated in the footnotes, some of the export series in Tables 1 and 4 exclude **United States 'special category exports'.** These are a class of exports, consisting mainly of military equipment, for which no detailed information on destination is made available by the United States authorities.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, SE1 9NH.

Production series

Monthly at £1 a year post free:
- Paper and paper making materials for August
- Trailers for June and July
- Tape recorders for June
- Tools and implements for June
- Imported timber for September.

Quarterly at 37½p a year post free:
- Leather and fellmongery for first quarter
- Cranes for second quarter
- Brushes and brooms for second quarter.

Service and distributive series

Monthly at £2 each a year post free:
- Food shops for September
- Clothing and footwear shops for September
- Durable goods shops for September
- Miscellaneous non-food shops for September.

A complete list of titles of Business Monitors was last published in *Trade and Industry* on October 28, on the inside front cover.

New Business Monitor for miscellaneous wood and cork manufactures

THE first results of a new statistical inquiry into manufacturers' sales of miscellaneous wood and cork manufactures have now been published in the Business Monitor series. Figures for the fourth quarter 1970 are given for cold room and refrigerator cabinets, domestic woodware, fences, ladders, pallets and stillages, wood, wool and cork manufactures. No short period sales information has previously been available in this field.

The inquiry was started after consultation with industry and is designed to fit into a new system of industrial statistics being introduced by the Government Statistical Service. It was expected that firms would take some time to organise their records to provide the information sought and response to the first quarter's inquiry did in fact prove to be slow. It is, however, now largely complete. In the second quarter's inquiry, returns have been received more quickly and it is hoped to speed up publication of results in future.

The new Monitor (reference P99) is available on subscription of 37½p per year from Her Majesty's Stationery Office, P.O. Box 569, London SW1 9NH.

479,000 foreign visitors in September

IT was reported by the Department of Trade and Industry and the British Tourist Authority on November 2, that foreign visitors to the United Kingdom in September numbered 479,000 about 7 per cent more than in September 1970.

So far this year there have been over 4 million foreign visitors to the United Kingdom, an increase of 9 per cent compared with the first nine months of 1970.

After seasonal adjustment the number of arrivals in Spetember at 411,000 was above the level in the three preceding months. Most of the increase came from the United States where the figure was considerably higher than in June, July and August.

The figures are limited to visitors of foreign nationality, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than US citizens) arriving from the Irish Republic.

Note: Seasonally adjusted figures

Simple comparisons of monthly figures between one year and another, or between adjacent months, can be misleading. For example, the increase in numbers in April 1971, compared with a year earlier was partly due to Easter having been later this year than last. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends.

In estimating the seasonal adjustment, allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of the varying date of Easter on the number of Western Europe visitors.

NUMBER OF FOREIGN VISITORS

(Thousands per month)

	Total		Western Europe		United States		Other foreign countries	
1964	160		95		49		16	
1965	180		108		56		17	
1966	207		123		63		21	
1967	227		134		70		23	
1968	259		157		73		29	
1969	320		190		95		35	
1970 Year	378		221		117		41	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
January	149	349	88	200	38	108	23	41
February	147	351	92	201	35	109	19	41
March	296	396	207	228	63	125	27	43
April	312	372	201	227	79	105	32	40
May	415	382	252	238	123	107	41	37
June	509	372	265	223	197	112	48	37
July	822	351	500	200	251	113	71	38
August	681	383	373	220	239	123	69	40
September	447	391	222	226	165	122	60	43
October	315	398	178	240	96	117	42	42
November	213	395	128	233	59	122	26	41
December	235	401	147	234	57	121	30	46
1971								
January	176	417	103	233	46	133	27	51
February	182	426	119	253	40	125	23	48
March	248	396	160	230	60	121	27	45
April	411	434	278	263	97	127	36	44
May	459	414	266	244	146	127	47	43
June	571	406	304	245	212	118	55	43
July	908	401	560	233	265	124	83	44
August	690	386	373	219	239	121	78	46
September	479	411	229	229	184	135	65	47

Source: Home Office

Activity in the textiles industry[a]

SHORT-TERM statistics for the main sectors of the textiles industry are published regularly in *Trade and Industry*, but as new fibres and processes have been introduced over the years and the industry has become increasingly multi-process and multi-fibre the traditional cotton, wool and other subdivisions of the industry have lost much of their earlier significance. The result is a greater degree of common interest over the industry as a whole.

There is thus a growing need for a set of statistics that will show the performance of the whole industry and the interactions between the different sectors. This article is the first of a new quarterly series which will bring together data from all relevant sources to present a comprehensive view of textile activity.[b] In this issue the longer term trends are described: subsequent articles will focus attention on the most recent aspects of interest in the textiles industry.

Textiles and total output

Putting the industry in perspective with the economy as a whole, its contribution in terms of value added in 1968 was 6.8 per cent of manufacturing output and 2.3 per cent of total gross domestic product, slightly higher for example than the motor vehicles industry. In terms of its labour force, although there has been a steady decline over the years, 658 thousands were employed in the industry in June this year. This comprises 7.7 per cent of employees in manufacturing industry.

The following table gives data for 1968 to illustrate the volume of activity in the industry and the main purchasers of its output.

TABLE 1. DESTINATION OF THE OUTPUT OF THE TEXTILES INDUSTRY 1968

		£m	% of total
Intermediate demand:	Clothing and footwear industries	268	15.2
	Other manufacturing industries	244	13.9
	Distributive trades	93	5.3
	Other intermediate demand	28	1.6
Final demand:	Personal consumption	668	37.9
	Exports	432	24.5
	Other final demand	29	1.6
		1,762	100.0

Over the period since 1963 textile output has, on average, grown slightly faster than gross domestic product though more slowly than manufacturing output. Table 2 presents a comparison of the growth in textiles output with some broader indicators of activity that affect the demand for textiles.

Textile production

It is however the inter-action of the different sectors of the industry that it is intended to feature in this article. Thus, as is shown in Table 3, the growth in textiles output since 1963 has largely been supported by the man-made fibres and hosiery and other knitted goods sectors. The growth in the output of man-made fibres has been largely confined to synthetic fibres as the following table shows:

TABLE 4. PRODUCTION OF MAN-MADE FIBRES

	1963	1970	Percentage increase per annum
	mn. lb.	mn. lb.	
Staple fibre			
Synthetic	91	375	22
Viscose and acetate	298	378	3
Total	389	753	10
Continuous filament yarn			
Synthetic	142	367	15
Viscose and acetate	188	200	1
Total	330	567	8
All man-made fibres			
Synthetic	233	742	18
Viscose and acetate	486	578	2
Total	719	1,320	9

This growth has resulted in the displacement of natural fibres. Figures for the cotton and wool textiles sectors for 1963 and 1970 are shown in table 5.

The second fundamental change in the industry, and also associated with the growth in the use of man-made fibres, has been the expansion of knitted fabrics at the expense of woven fabrics.

Although in 1970 output of woven and knitted fabrics was in total at about the same level as in 1965 the share of knitted fabrics in the

Notes: (a) As defined by Order XIII of the Standard Industrial Classification, 1968
(b) Data derived from the Textile Council, the Man-Made Fibres Producers Committee, the Wool Industry Bureau of Statistics, the Federation of British Carpet Manufacturers, the Hard Fibres Cordage Institute and the Business Statistics Office.

TABLE 2. COMPARISON OF TEXTILE OUTPUT WITH SOME FACTORS AFFECTING DEMAND

Index numbers 1963 = 100

								1970 (seasonally adjusted)				1971 (seasonally adjusted)		Growth rates per cent p.a.	
	1964	1965	1966	1967	1968	1969	1970	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr	1963/70	1969/70
Gross domestic product at factor cost (expenditure based)	105.5	108.3	110.6	112.6	116.2	118.1	120.1	117.3	120.8	120.5	121.8	118.2	120.5	2.7	1.7
Consumers' expenditure:															
All items	103.5	105 5	107.7	110.0	112.6	113.0	116.2	114.1	116.0	117.5	117.4	116.3	119.0	2.2	2.8
Clothing	103.8	108.4	108.7	108.9	114.2	114.1	117.7	114.9	119.3	117.5	119.3	113.6	121.9	2.4	3.2
Household textiles and soft furnishings	105.0	106.1	107.2	111.7	121.1	117.2	111.1	104.4	113.3	111.1	115.6	106.7	113.3	1.5	−5.2
Output of textiles	105.7	108.3	107.6	105.0	119.2	123.5	124.9	123.2	123.9	126.8	125.9	125.5	124.3	3.2	1.1
Output of made-up clothing	103.9	109.2	109.1	105.6	107.0	107.5	111.0	110.2	110.4	110.1	113.2	114.9	118.3	1.5	3.3

TABLE 3. OUTPUT

Index numbers 1963 = 100

	1968 MLH	Weights	1964	1965	1966	1967	1968	1969	1970	1970 (seasonally adjusted) 1st qtr	2nd qtr	3rd qtr	4th qtr	1971 (seasonally adjusted) 1st qtr	2nd qtr	Growth rates per cent p.a. 1963/70	1969/70
Man-made fibres	411	13.6	116.8	128.8	141.7	153.8	200.7	213.2	237.9	217.9	236.7	254.4	242.7	251.8	241.9	13.1	11.6
Cotton	412,413	20.1	104.9	105.0	100.4	90.0	98.8	100.3	101.0	101.2	99.3	100.7	101.8	103.9	100.6	0.1	0.7
Woollen and worsted	414	23.1	97.4	96.4	92.7	87.9	93.3	92.3	84.4	86.4	85.0	84.3	82.0	79.7	79.9	−2.4	−8.6
Hosiery and other knitted goods	417	14.8	108.7	113.7	114.0	113.9	132.0	146.7	149 0	152.6	146.2	146.5	150.8	144.7	155.3	5.9	1.6
Carpets	419	6.1	110.7	112.6	110.4	113.9	126.3	126.0	129.9	121.9	127.6	136.3	133.8	126.2	138.3	3.8	3.1
All textiles (Order XIII) (a)	411-429	100.0	105.7	108.3	107.6	105.0	119 2	123.5	124.9	123.2	123.9	126.8	125.9	125.5	124.3	3.2	1.1

(a) In addition to sectors listed above also includes jute, rope, twine and net, lace, narrow fabrics, made-up textiles, textile finishing and other textile industries. Their combined weight in the total index is 22.3 per cent.

TABLE 5. CONSUMPTION OF FIBRES

	1963	1970	Percentage increase per annum
	mn. lb.	mn. lb.	
In 'cotton' spinning			
raw cotton	483	364	–4
man-made staple fibre			
rayon	102	74	–4
other	7	71	39
In top making, wool spinning and felting			
wool and animal hair	493	367	–4
man-made staple fibre	108	184	8

total is estimated to have risen from 16 per cent in 1965 to 29 per cent in 1970, involving a doubling of deliveries of weft knitted fabrics and an increase of nearly 80 per cent in the output of warp knitted fabrics. The knitting industry is the largest consumer of the synthetic filament yarns and has contributed to the marked expansion in deliveries of textured yarns. The growth in demand for jersey fabrics has been an important factor.

The demand for carpets has risen steadily with the increasing use of carpeting in both domestic and non-domestic premises, though the increase has been almost exclusively for tufted carpets. The rise in the output of carpets has been partly at the expense of linoleum and plastic coverings, output of which has declined. Production of woven carpets has remained almost stationary over the period.

Prices

Prices of materials and fuel purchased by the textiles industry have risen less than the prices of purchases by other broad sectors of manufacturing industry. This is probably reflected, at least in part, in the generally slower rate of increase in wholesale prices of textiles than in the price index for all manufactured products. Steep rises in the price of cotton yarns have however caused cotton cloth prices to increase more than those of competing fabrics and the demand for cotton cloth has declined in consequence. Intense competition in the socks, stockings and tights sector has held prices below the 1963 level though there has been some recovery from the low point reached by the index in 1968.

Employment

Rationalisation within the most labour intensive sectors of the industry as well as declining demand have brought about an overall reduction of around 20 per cent since 1963, though the largest proportionate reductions have been in the cotton and man-made fibre weaving and woollen and worsted sectors, where there has been a reduction of about one-third in the same period. The overall fall is less than this because of increased demand on the hosiery and knitting and carpet sectors.

Rationalisation has been effected following major changes in the structure of the industry over the period. A fall in employment has followed the introduction of new machinery and there has been increased multi-shift working to improve machine utilisation.

Imports and exports

These tables present summary and more detailed data on UK overseas trade in textiles and clothing, the latter including hosiery and knitwear. In each of the three main trade sectors, fibres, yarns and fabrics, and clothing there has been a significant improvement in the balance of trade at current prices between 1963 and 1970. Except in the fibres category the steady improvement since devaluation seems however to have had a check during the current year due to significant increases in the value of imports of yarns and fabrics and clothing, which have been accompanied by much smaller increases in exports.

The main textile products featuring in imports are cotton and man-made fibre cloth and man-made fibre yarns, which together accounted for more than half of the value of our imports of textile yarns and cloth in 1970.

The man-made element is rising. Imports of cotton fabrics declined in 1969 and 1970 but there has been a significant upturn this year. Clothing imports continue to rise and are dominated by woven and knitted garments from Hong Kong, though this year Portugal has gained ground and is equally important in respect of knitted underwear. The Irish Republic also features increasingly as a principal supplier of both knitted goods and made up clothing.

The value of exports of man made fibres and yarns in 1970 was nearly 2½ times the level of 1963. The volume increase was nearly

TABLE 6. PRICES

Index numbers 1963 = 100

								1970				1971		
	1964	1965	1966	1967	1968	1969	1970	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr
Price index numbers of output (home sales)														
All manufactured products	102.9	106.8	109.6	110.9	115.3	119.8	127.7	124.2	126.6	128.7	131.4	134.4	137.2	139.2
Textile Industries	102.5	103.7	105.2	104.1	107.8	111.5	115.8	113.1	115.3	117.1	117.8	119.1	120.8	122.4
Man-made fibre fabrics	101.4	104.3	105.3	103.0	106.2	108.5	113.5	110.3	112.9	115.1	115.7	116.7	118.7	120.9
Cotton cloth	104.6	109.9	111.6	111.0	123.8	133.1	144.0	138.0	143.5	146.7	147.8	148.6	150.8	155.0
Worsted cloth	103.7	102.0	104.4	104.0	108.9	113.1	117.6	114.5	118.6	118.7	118.7	119.4	122.1	122.4
Socks, stockings and tights (including pantihose)	99.0	97.5	96.5	95.5	95.1	95.3	94.9	94.8	94.7	94.9	95.2	96.0	95.9	96.0
Knitted underwear and nightwear	102.5	105.6	107.4	108.6	110.2	114.6	117.3	116.0	116.3	117.7	119.3	121.1	120.8	120.8
Knitted outerwear	102.5	104.3	106.7	107.4	106.4	107.6	109.7	108.7	108.9	110.4	110.7	111.2	111.3	111.6
Carpets	104.8	105.6	108.4	109.3	110.1	114.4	119.3	116.0	119.4	120.9	121.1	122.9	125.5	126.2
Made-up clothing	101.6	103.6	106.2	106.9	108.5	111.3	115.3	112.9	113.9	115.1	119.1	120.6	121.1	122.2
Price index numbers of materials and fuel purchased:														
Textile industries	102.0	97.8	99.8	95.9	102.6	103.6	104.0	103.6	104.2	104.3	103.8	105.6	108.6	110.2

TABLE 7. EMPLOYMENT IN TEXTILES (a)

Thousands

	1968 MLH	1958 SIC							1968 SIC		
		1963	1964(b)	1965	1966(b)	1967	1968	1969	1969	1970	1971
Great Britain											
Textiles:	411-429	776.4	780.7	767.4	757.3	702.0	689.8	704.2	696.2	667.6	612.0
Production of man-made fibres	411	42.3	44.9	46.3	45.4	42.5	40.5	44.2	44.6	47.0	41.9
Spinning and doubling on the cotton and flax systems	412	100.5	103.7	101.6	96.3	84.1	83.5	84.0	84.1	83.5	76.3
Weaving of cotton, linen and man-made fibres	413	97.6	95.5	93.6	90.3	78.7	73.3	72.9	65.9	62.4	56.6
Woollen and worsted	414	187.9	186.0	176.6	173.1	159.7	152.4	152.9	154.6	142.2	123.0
Hosiery and other knitted goods	417	122.8	125.8	129.3	131.8	127.8	126.7	133.7	133.8	130.7	123.2
Carpets	419	38.7	40.0	40.7	41.3	40.5	42.2	45.3	45.8	43.8	42.4
Textile finishing	423	72.4	69.9	66.5	66.5	61.9	62.9	63.8	61.0	57.6	53.8
Northern Ireland											
Textiles	411-429	52.4	53.6	52.5	53.5	50.0	47.5	47.9	47.9	48.4	46.4

(a) Employees in employment at June each year.
(b) Figures for 1964 and 1966 are not strictly comparable with figures for earlier years due to changes in the method of calculation and classification, but the differences are not large.

ACTIVITY IN THE TEXTILES INDUSTRY
continued

threefold, slightly greater than the rate of increase in UK production over the period. Up to 1970 woollen and worsted cloth exports had maintained a high level but there was then a slight fall in the value of exports, despite higher prices, the first since devaluation. The decline continues in 1971. Booming sectors in the export trade also include knitted fabrics, where the US and Canada are currently taking nearly half of the total and where performance in the first eight months of this year is well above the same period of 1970. Carpets, hosiery and knitted garments and made up clothing have all registered strong upward movements since devaluation though all show signs of dropping back this year. The EFTA and EEC countries are the main purchasers of these UK exports.

TABLE 8. TRADE BALANCE

£ million at current prices

	1963	1964	1965	1966	1967	1968	1969	1970	1970 January-September	1971 January-September	Actual difference 1963-1970
Textile fibres (Div 26)											
Exports	108.4	106.0	92.4	90.8	80.1	93.2	101.8	96.4	73.7	64.8	− 12.0
Imports	267.6	276.7	232.8	220.2	196.3	219.4	210.4	183.9	145.2	116.9	− 83.7
Balance	−159.2	−170.7	−140.4	−129.4	−116.2	−126.2	−108.6	− 87.5	− 71.5	− 52.1	+ 71.7
Textile yarns, fabrics, etc. (Div. 65)											
Exports	259.7	283.2	282.8	270.7	258.5	309.3	360.6	396.8	287.2	307.8	+137.1
Imports	144.7	177.0	151.5	158.8	182.0	231.2	238.7	256.4	182.3	237.6	+111.7
Balance	+115.0	+106.2	+131.3	+111.9	+ 76.5	+ 78.1	+121.9	+140.4	+ 104.9	+ 70.2	+ 25.4
Clothing (Div. 84)											
Exports	40.0	44.3	50.1	53.4	64.3	84.5	108.5	123.1	87.4	91.5	+ 83.1
Imports	64.7	73.3	57.3	68.7	83.4	110.1	124.5	129.4	93.0	129.0	+ 64.7
Balance	− 24.7	− 29.0	− 7.2	− 15.3	− 19.1	− 25.6	− 16.0	− 6.3	− 5.6	− 37.5	+ 18.4

TABLE 9. IMPORTS

£ million at current prices

	Textile fibres (Div. 26)		Textile yarns, fabrics and made-up articles (Div. 65)									Clothing (Div. 84)		
	Man-made fibres tow and waste (266)	Total textile fibres	Man-made fibre yarns and thread (651.6 and .7)	Cotton yarns and thread (651.3 and .4)	Woollen and worsted yarns (651.2)	Man-made fibre woven fabrics (653.5 and .6)	Cotton woven fabrics (652)	Woollen and worsted woven fabrics (653.2)	Knitted fabrics (653.7)	Carpets (657.5 and .6)	Total yarns, fabrics, etc.	Hosiery and knitted garments (part 841.4)	Made-up clothing (841.1 and .2)	Total clothing
1963	9.4	267.6	7.8	6.8	3.2	15.6	54.2	8.8	3.6	13.9	144.7	27.5	32.2	64.7
1964	12.9	276.7	16.1	6.3	3.3	21.9	64.2	9.8	3.8	14.8	177.0	28.7	38.4	73.3
1965	14.5	232.8	15.0	6.4	2.0	19.1	49.8	7.4	2.7	13.9	151.5	21.3	31.5	57.3
1966	12.6	220.2	15.4	6.9	2.3	19.7	48.5	9.7	3.2	14.0	158.8	24.8	38.3	68.7
1967	12.1	196.3	14.6	8.3	1.8	26.8	55.7	9.8	4.7	14.6	182.0	33.5	44.3	83.4
1968	17.4	219.4	29.0	8.8	2.0	33.0	67.3	8.8	7.0	18.8	231.2	44.9	58.4	110.1
1969	15.3	210.4	42.8	9.1	2.6	36.4	58.0	7.6	9.6	18.1	238.7	49.0	68.8	124.5
1970	13.3	183.9	44.0	9.8	3.9	42.2	53.5	7.6	13.0	20.1	256.4	51.4	70.7	129.4
1970 Jan.-September	9.5	145.2	31.0	6.9	2.9	29.5	37.7	5.8	9.1	14.6	182.3	36.1	51.8	93.0
1971 Jan.-September	12.8	116.9	44.7	7.3	3.0	42.0	50.4	6.3	12.4	16.1	237.6	50.5	71.5	129.0

Source: Overseas Trade Statistics.

TABLE 10. EXPORTS

£ million at current prices

	Textile fibres (Div. 26)		Textile yarns, fabrics and made-up articles (Div. 65)									Clothing (Div. 84)		
	Man-made fibres tow and waste (266)	Total textile fibres	Continuous filament yarns (part 651.6 and 651.7)	Spun man-made fibre yarns (part 651.6 and 651.7	Cotton yarn and thread (651.3 and .4)	Woollen and worsted yarns (651.2)	Man-made fibre woven fabrics (653.5 and .6)	Cotton woven fabrics (652)	Woollen and worsted woven fabrics (653.2)	Knitted fabrics (653.7)	Carpets (657.5 and .6)	Total yarns, fabrics etc.	Hosiery and knitted garments (part 841.4)	Made-up clothing (841.1 and .2)	Total clothing
1963	16.0	108.4	30.3	1.7	12.7	21.3	16.3	31.8	64.2	4.3	13.2	259.7	13.5	19.1	40.0
1964	19.4	106.0	37.0	2.5	13.0	22.1	19.6	32.3	67.5	4.6	16.4	283.2	14.5	21.4	44.3
1965	20.7	92.4	34.9	2.4	10.4	20.5	21.2	32.0	68.2	4.9	18.3	282.8	15.6	25.7	50.1
1966	21.4	90.8	35.5	2.8	10.5	20.0	17.1	27.6	64.2	5.9	19.6	270.7	16.5	28.2	53.4
1967	25.2	80.1	36.9	2.8	10.2	18.0	18.2	23.9	60.1	7.2	19.8	258.5	20.5	34.8	64.3
1968	33.6	93.2	46.1	4.3	10.7	20.4	20.6	28.2	66.5	11.4	29.5	309.3	26.2	45.7	84.5
1969	42.3	101.8	53.7	7.0	11.4	23.3	27.5	28.4	71.3	21.2	37.3	360.6	34.1	58.5	108.5
1970	47.0	96.4	68.6	8.6	11.0	23.4	32.3	26.7	70.1	38.9	39.4	396.8	45.0	60.5	123.1
1970 Jan.-Sept.	34.4	73.7	49.6	6.0	8.3	17.6	22.8	19.5	52.1	27.4	27.2	287.2	31.3	43.9	87.4
1971 Jan.-Sept.	33.3	64.8	57.8	7.0	7.3	17.0	22.8	20.8	46.2	40.0	29.6	307.8	34.1	44.2	91.5

Source: Overseas Trade Statistics.

Footwear industry: production, orders and deliveries

This commentary is based on seasonally adjusted data

In the three months ended August 1971, net new orders received by the footwear industry were 7 per cent more than in the three months ending May 1971; deliveries were 4 per cent less. Net new orders were more than deliveries with the result that order books were 6 per cent higher at the end of August than they were at the end of May; production for the three months rose by 3 per cent.

Interpretation of figures

The figures for orders-on-hand, net new orders and deliveries should be interpreted with caution.

Before 1971, figures for orders-on-hand and net new orders were available by total pairage only and no allowance is made in the pairage series below for the differing value of the various types of footwear. From January 1971, however, the value of total orders-on-hand is also being collected and this series together with derived net new orders will be included in a future edition of this note. Further, from 1971, a breakdown of deliveries by type of footwear in pairage and value terms is being collected quarterly and the results are published in the Business Monitor Production Series (Reference P 17).

Mr. Vic Shipman, main distributor for Dunlop footwear in Canada, was one of the early overseas visitors to the Dunlop stand at the Shoes for Spring exhibition held in London last month. Here he and his wife admire one of the new range of women's casuals held by Alan Gee, export executive of Dunlop Footwear Ltd. Canada is high on the list of countries where Dunlop shoes are enjoying increasing popularity.

A short note on the construction of the index of production was given in *Trade and Industry* dated June 23, 1971 (page 637).

INDEX OF PRODUCTION OF FOOTWEAR, ORDERS-ON-HAND, NET NEW ORDERS AND DELIVERIES

Monthly averages or months — Million pairs

	Index of Production (*1963 = 100*)		Orders-on-hand (end of period)		Net new orders		Deliveries	
1964	107		35.8		..		16.8	
1965	104		39.9		16.8		16.5	
1966	101		33.9		15.7		16.2	
1967	94		37.9		16.2		15.9	
1968	99		41.2		17.0		16.8	
1969	95		35.2		15.7		16.2	
1970	88		40.1		16.3		15.9	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	107	98	47.5	41.9	19.1	16.7	17.0	16.5
2nd quarter	95	96	48.9	39.3	15.7	15.5	15.2	16.4
3rd quarter	85	94	34.6	39.2	11.5	16.1	16.3	16.1
4th quarter	92	91	35.2	35.2	16.5	14.5	16.3	15.8
1970 1st quarter	95	89	40.1	36.2	17.4	15.7	15.8	15.4
2nd quarter	89	87	47.9	38.2	17.5	16.7	14.9	16.1
3rd quarter	79	88	35.3	41.9	12.0	17.2	16.2	16.0
4th quarter	89	88	40.1	40.1	18.2	16.0	16.6	16.1
1971 1st quarter p	88	80	40.9	38.1	16.4	15.2	16.2	15.9
2nd quarter p	82	86	43.2	36.4	15.7	15.4	14.9	16.0
1970 January	85	86	32.6	33.7	11.3	13.8	13.9	15.3
February	101	88	34.0	32.9	18.4	14.6	17.0	15.4
March	98	93	40.1	36.2	22.6	18.6	16.5	15.4
April	96	87	46.5	37.1	22.5	18.4	16.1	17.5
May	81	82	49.7	37.8	16.7	15.1	13.5	14.3
June	89	91	47.9	38.2	13.3	16.7	15.1	16.3
July	75	89	43.0	41.6	10.2	19.5	15.1	16.1
August	71	90	40.7	44.1	12.4	18.6	14.7	16.2
September	91	84	35.3	41.9	13.4	13.5	18.8	15.8
October	100	89	35.4	41.5	19.3	16.2	19.2	16.6
November	94	86	39.6	42.2	21.8	16.6	17.6	15.8
December	73	88	40.1	40.1	13.6	15.2	13.1	16.0
1971 January	92	94	40.9	43.3	16.2	20.3	15.4	17.0
February	96	84	43.0	43.0	18.5	14.7	16.4	15.0
March	100	85	40.9	38.1	14.6	10.6	16.7	15.5
April p	82	85	42.3	36.6	16.6	14.4	15.2	15.9
May p	84	89	48.7	39.9	21.7	20.0	15.3	16.7
June p	81	86	43.2	36.4	8.7	11.8	14.2	15.3
July p	82	90	41.1	42.9	12.3	21.9	14.4	15.4
August p	78	92	37.2	41.9	10.3	14.6	14.2	15.6

The actual figures for orders and deliveries have been adjusted for the length of the working months but not for holidays or any other seasonal variations.

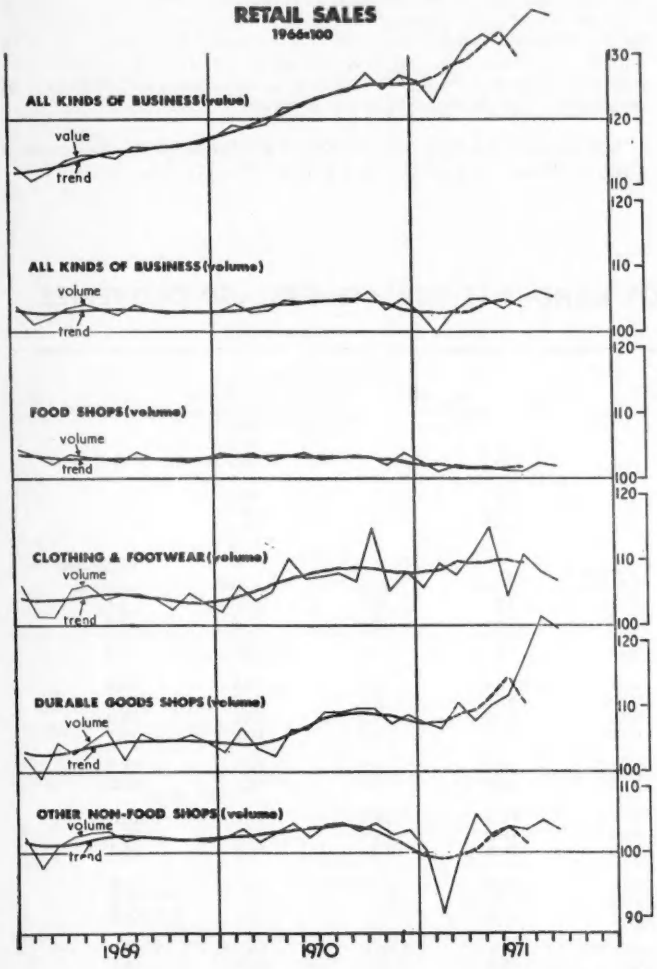
Retail trade in September

THE seasonally adjusted index of the volume of retail trade in September is 105.2 (1966 = 100), making an average of 105.4 for the third quarter of 1971. Sales by durable goods shops, which had increased sharply in July and August, broadly maintained the higher level in September.

In the third quarter as a whole the volume of total sales was 1 per cent more than in the second quarter and 3½ per cent above the level in the first quarter when trade was affected by the postal strike.

The volume of sales by durable goods shops was 10 per cent more in the third quarter than in the second quarter. Sales by clothing and footwear shops were 1 per cent less; sales by the other main categories of shop were little changed.

The total volume of sales by all kinds of business in September was 1 per cent more than in September 1970. At current prices there was an increase of 9 per cent.



All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value (which are affected by price movements, including changes in purchase tax) and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by September 1971 sales was the five weeks from August 29, 1971 to October 2, 1971, the corresponding period in 1970 was from August 30, 1970 to October 3, 1970.

(†) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit.

(‡) Including department stores and mail order businesses.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) 1966=100

	All kinds of business (†)	Food shops (†)	Non-food shops			
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	Total (†) (6,420)	Clothing and footwear shops (1,727)	Durable goods shops (1,176)	Other non-food shops (‡) (3,517)
1967	101.4	101.2	101.5	100	103	102
1968	103.6	102.1	104.8	104	108	104
1969	103.0	103.1	102.9	104	104	102
1970	104.2	103.3	105.0	107	107	103
1969 4th quarter	102.9	102.8	102.9	103	105	102
1970 1st quarter	103.3	103.7	103.1	104	104	102
2nd quarter	104.2	103.4	104.9	107	105	103
3rd quarter	104.6	103.1	105.9	107	109	104
4th quarter	104.7	103.1	106.0	109	109	104
1971 1st quarter	101.9	101.8	101.9	108	108	97
2nd quarter	104.3	101.4	106.8	110	110	104
3rd quarter	105.4	101.7	108 5	108	121	104
1971 January	102.7	102.4	103.1	106	107	100
February	99.7	101.0	98.5	109	106	91
March*	103.0	101.9	103.7	108	111	100
April	104.7	101.6	107.7	111	108	106
May	104.9	101.7	107.5	115	110	102
June*	103.4	101.1	105.6	104	112	104
July	105.0	101.0	108.2	111	118	104
August	106.1	102.2	109.4	108	124	105
September*	105.2	101.8	107.9	107	122	103
1971 April-June	104.3	101.4	106.8	110	110	104
July-Sept.	105.4	101.7	108.5	108	121	104
Percentage increase	1.1	0.3	1.6	–1	10	—

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966=100

	All kinds of business (†)	Food shops (†)	Non-food shops			
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	Total (†) (6,420)	Clothing and footwear shops (1,727)	Durable goods shops (1,176)	Other non-food shops (‡) (3,517)
1967	103.0	103.0	102.9	102	104	103
1968	109.2	108.0	110.2	107	113	111
1969	114.3	115.3	113.5	112	113	115
1970	122.4	122.2	122.6	121	123	123
1969 4th quarter	116.1	117.5	115.4	113	115	117
1970 1st quarter	118.4	119.4	117.6	115	117	119
2nd quarter	121.0	120.9	121.3	121	120	122
3rd quarter	123.9	123.3	124.6	122	127	125
4th quarter	126.2	125.3	127.0	127	128	127
1971 1st quarter	125.5	126.9	124.4	127	130	121
2nd quarter	131.9	131.3	132.7	132	134	132
3rd quarter	135.6	135.1	136.2	132	149	134
1971 January	125.9	126.9	125.2	124	129	124
February	122.7	125.7	120.1	129	128	114
March*	127.5	127.9	127.1	128	133	125
April	131.3	129.7	133.0	133	132	133
May	133.0	132.4	133.8	138	135	130
June*	131.5	131.7	131.6	126	136	132
July	134.3	133.3	135.3	134	144	133
August	136.6	135.8	137.5	132	152	135
September*	135.9	135.9	136.0	131	150	134
1971 April-June	131.9	131.3	132.7	132	134	132
July-Sept.	135.6	135.1	136.2	132	149	134
Percentage increase	2.8	2.9	2.6	1	11	2

Hire purchase and other instalment credit business in September

NEW instalment credit extended in September by finance houses and retailers totalled £201 million in seasonally adjusted terms—little less than the August total, which was the highest monthly figure yet recorded. New credit advanced in the third quarter as a whole was £569 million, 26 per cent more than in the second quarter, and 30 per cent more than in the third quarter of last year.

At £291 million, new credit advanced by finance houses in the third quarter was 37 per cent more than in the second quarter and 38 per cent more than in the third quarter of 1970. Compared with the latter period, credit for the purchase of new cars was up by 82 per cent, and for used cars by 51 per cent, following very small increases on a year earlier in the second quarter.

Instalment credit sales by retailers in the third quarter were 11 per cent more (at current prices) than in the second quarter. Credit sales by durable goods shops were up by 34 per cent, and by department stores by 13 per cent. Credit sales by 'other instalment credit retailers' were a little less in the third quarter than in the second, because of a fall in sales by mail order houses in September.

Instalment debt outstanding to finance houses and retailers increased by £101 million during the third quarter, after seasonal adjustment. At the end of September it totalled 13 per cent more than a year earlier.

TABLE 1. HIRE PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers ‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1967	1,520	–40	746	–15	774	–25
1968	1,600	43	769	26	831	17
1969	1,517	–19	701	–21	816	2
1970	1,716	87	822	58	894	29
1969 3rd quarter	382	– 7	176	– 4	206	– 3
4th quarter	390	2	180	—	210	2
1970 1st quarter	403	12	187	6	216	6
2nd quarter	423	26	204	18	219	8
3rd quarter	438	20	211	11	227	9
4th quarter	452	29	220	23	232	6
1971 1st quarter	406	—	213	17	193	–17
2nd quarter	451	30	212	8	239	22
3rd quarter	569	101	291	66	278	35
1971 January	138	7	68	7	70	—
February	118	12	70	8	48	4
March	150	–19	75	2	75	–21
April	158	14	72	4	86	10
May	146	8	68	4	78	4
June	147	8	72	—	75	8
July	162	9	78	7	84	2
August	206	50	105	30	101	20
September	201	42	108	29	93	13
1971 April-June	451	30	212	8	239	22
1971 July-Sept.	569	101	291	66	278	35
Percentage increase	26		37		17	
Debt outstanding at 31 December 1970 (unadjusted)	—	1,384	—	845	—	539

† Direct business only; i.e. excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

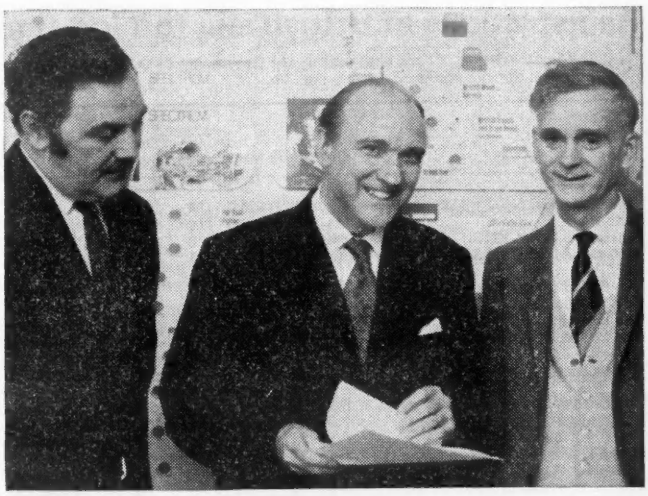
	Total†	Durable goods shops	Department stores	Other instalment credit retailers ‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1967	103	101	105	104
1968	110	108	112	111
1969	109	100	114	114
1970	119	112	123	124
1969 3rd quarter	109	100	114	115
4th quarter	111	102	117	117
1970 1st quarter	114	108	113	118
2nd quarter	118	112	123	122
3rd quarter	122	115	130	126
4th quarter	124	115	128	130
1971 1st quarter	105	120	133	93
2nd quarter	128	118	139	133
3rd quarter	142	158	156	130
1971 January	113	119	131	107
February	84	122	137	53
March*	117	120	130	113
April	136	116	136	150
May	126	121	141	127
June*	122	117	139	124
July	132	139	142	127
August	153	170	164	141
September*	141	165	161	123
1971 April-June Av.	128	118	139	133
1971 July-Sept. Av.	**142**	**158**	**156**	**130**
Percentage increase	11	34	13	—2

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by September 1971 sales was the five weeks from August 29, 1971 to October 2, 1971, the corresponding period in 1970 was from August 30, 1970 to October 3, 1970.



Britain's electrical manufacturing industry was urged by its trade association to make greater use of the export publicity services provided by the Central Office of Information when representatives of 17 member firms of the British Electrical and Allied Manufacturers' Association paid a one-day visit to COI's London headquarters recently. 'The whole object of this visit has been to encourage more member firms to make greater use of COI's services', said Mr. William Hucker, Manager of BEAMA's Production and Publicity Department, who is responsible for overseas exhibitions and publicity. 'We get a great deal of publicity through COI in support of our export promotion efforts in conjunction with DTI each year. COI also co-operates with a number of member firms in publicising their products overseas.' Picture shows Mr. E. T. M. McDonnell (left) of BICC, and Mr. F. P. Simpson (right) of BEAMA with Mr. Ray Dean, Assistant Overseas Controller of COI.

Retail sales in Northern Ireland

THE index of retail sales in Northern Ireland for August was 122 (1965 = 100), an increase of 4 per cent on August 1970, similar to the increase recorded for July.

After allowing for price changes, the total volume of sales in August 1971 was 6 per cent less than a year earlier.

Index numbers of the value of sales and percentage increases on a year earlier for the main groups of traders in August are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Chichester House, 64 Chichester Street, Belfast, BT1 4JX (Tel. Belfast (0232) 34488, Ext. 336).

	August 1971	
The value of sales by:	Index No. 1965 = 100	Percentage increase
All kinds of business	122	+ 4
Food shops	141	+ 6
Non-food shops	111	+ 2
Of which:		
Clothing and footwear shops	102	− 6
Durable goods shops	150	+14
Miscellaneous non-food shops	111	+ 4
Department and general stores	86	− 8

United Kingdom official reserves in October

HM Treasury announce that the United Kingdom official reserves rose by £82 million ($197 million) during October to stand at £2,171 million ($5,210 million) at the end of the month. This was after the advance repayment of a German offset loan of DM 200 million (£23 million).

A high level delegation from the Budapest Electricity Supply Authority has visited Pye Telecommunications Ltd., Cambridge for acceptance tests on radiotelephone equipment. The £30,000 Hungarian contract for fixed and mobile VHF radiotelephones to be fitted in maintenance vehicles, is seen by Pye as the forerunner of further business in this market. Picture shows Mr. T. Marton, director of the Authority signing the final protocol with Mr. D. H. Cobb, Pye Telecommunications European area manager together with Mr. J. Molnar, the chief engineer and Mr. S. Csurgai, communications engineer from Budapest.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, November 5, 1971. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Mining Review No. 3—25th year	BR/E 35779/6/11/76	9	November 2	Data Film Distributors Ltd.	National Coal Board
Outback	BR/E 35780/6/11/76	108	November 2	United Artists Corporation Ltd.	NLT Productions Pty. Ltd.
Movietone News 2213	BR/E 35595/6/11/76	9	November 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2213A	BR/E 35596/6/11/76	8	November 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
The Ballad of Joe Hill	F 35768	118	November 2	British Lion Films Ltd.	Bo Widerberg Film, Stockholm
The Touch	F 35769	113	November 2	Cinerama Releasing (UK) Ltd.	ABC Picture Corporaton
The Shooting	F 35770	81	November 2	Ember Film Distributors Ltd.	Santa Clara Productions
The Legion of No Return	F 35771	90	November 2	Ranworth Film Services Ltd.	Daiano Film, Rome, Leone Film, Rome and Atlantida Films, Madrid
Showdown	F 35772	84	November 2	Ranworth Film Services Ltd.	Gaumont International, Paris and Rizzoli Films, Rome
The Price of Power	F 35773	96	November 2	Ranworth Film Services Ltd.	Patry Film, Rome and Les Films Montana, Paris
Bedknobs and Broomsticks	F 35774	117	November 2	Walt Disney Productions Ltd.	Walt Disney Productions
The Great Battle	F 35775	102	November 2	Columbia-Warner Distributors Ltd.	Mosfilm Productions, Moscow
Blood Devils	F 35776	88	November 2	Grand National Film Distributors Ltd.	Hemisphere Pictures Inc.
Creatures of Evil	F 35777	82	November 2	Grand National Film Distributors Ltd.	Hemisphere Pictures Inc.
I Want You Now	F 35778	79	November 2	New Realm Distributors Ltd.	Francos Films, Paris

Amendment to the Register:
The title of the film 'Killer (Que La Bete Meure)' (F 34711) registered on March 5, 1970, has been amended to 'This Man Must Die (Killer)' and the playing time amended to provide alternative playing times as follows: (a) 110 minutes; (b) 85 minutes.

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TRADE PROMOTION

EXHIBITIONS and FAIRS

A British Shopping Week in Canada next year

A BRITISH Shopping Week will mark next year's traditional celebrations of Queen Victoria's birthday in Victoria, British Columbia. The Department of Trade and Industry will support the promotion from May 22-27, 1972, to take advantage of the opening of the tourist season which attracts large numbers of American visitors to the city each year.

British consumer goods will be featured in most of the shops including all the major department stores. Merchandise from Britain on show will include foodstuffs, confectionery, beverages, men's, women's and children's wear, fabrics, giftware, toys, books, stationery and furniture.

Special display material will be supplied by the Department who will be working closely with the Victoria Chamber of Commerce and the British Government Office in Vancouver to co-ordinate local arrangements. The promotion will be supported by visiting personalities, special display features and sporting events.

Detailed information about the range of goods required and addresses to which quotations should be directed will be available shortly.

Note: Inquiries about the British Shopping Week in Victoria should be made to the Department of Trade and Industry's Fairs and Promotions Branch, Room 215, Hillgate House, 26 Old Bailey, London EC4 for the attention of Mrs. G. Naughton. Telephone No. 01-248 5757, Ext. 7204.

Second SATRA exhibit at US Footwear Management Conference

From the British Consulate-General, Philadelphia

FOR the second successive year SATRA—the Shoe and Allied Trades Research Association—took part in the International Footwear Management Conference and Exposition held at Atlantic City, New Jersey, from October 26-29. The main theme of the event was 'Progress and Leadership in Style—Innovations in Technology'.

The SATRA exhibit, jointly sponsored by the Department of Trade and Industry, featured a new motorised vacuum forming machine used in connection with pattern and design cutting, a fatigue flexing machine, and other instruments.

A four-man team from SATRA, headed by its Director, Dr. A. R. Payne, appeared to be very pleased with the response to their participation. A highlight of their activity at Atlantic City was the presentation of a paper and subsequent panel discussion involving Dr. Payne at a conference session covering 'cut-fit innovations'. Here Dr. Payne explained in detail British developments in forming man-made and leather uppers to eliminate high costs in fitting room operations.

Orders anticipated

Through the withdrawal of two major American firms from the substitute leather field, the exhibit of the Inmont Corporation featuring Porvair materials produced in Britain was timely. A spokesman for Inmont said that the withdrawal had led to an upsurge in serious calls from potential purchasers of Porvair and increased business was anticipated.

Elsewhere among the 300 exhibitors, selective British participation with technically advanced equipment was encouraging. As in 1970, United Shoe Machinery Corp. of Boston, Mass., featured machines from their British United subsidiary including an automatic roughing machine and a fitting and lasting machine. Equipment from CIC-Ralphs Ltd. included an automatic ementing and drying machine.

There was a stitching room transporter made by Automagique (Conveyors) Ltd. of Wellingborough, and a BTM conditioning machine for back parts and fore parts made by Cox & Wright Ltd. of Rushton, Northants.

While the general mood of the show was one of 'wait and see', the exhibition organisers reported a number of very satisfied exhibitors indicating a possible upturn in business for the year ahead.

An encouraging response was reported from the Department of Trade and Industry joint venture stand at Machevo 1971 (see report col. 3).

Encouraging response at joint venture

From the British Embassy, The Hague

MACHEVO 1971, the 8th international process engineering exhibition, ended in Utrecht on October 21. Due to the current international interest in the environment, it was decided to devote part of the Machevo exhibition to pollution control and a separate hall was set aside to house this new exhibition, entitled 'Milieu 1971'. The two fairs ran concurrently.

It was unfortunate that Machevo came at a very bad time for the process industry in general and the chemical industry in particular. As a result the attendance figures were disappointing. Milieu had a distinct advantage, due to its topicality, and there appeared to be considerably more interest in that part of the exhibition. There were 275 stands in the three halls which housed Machevo and 73 stands at Milieu.

Twelve participating firms

The Department of Trade and Industry supported a joint stand at Machevo with 12 firms participating, sponsored by the Council of British Manufacturers and Contractors Serving the Petroleum and Process Industries. Although casual inquiries were minimal at the British and other stands, those companies on the joint venture who had undertaken good preparatory work reported that an encouraging number of their invitations had been taken up, and they seemed reasonably pleased with results. Of course a flood of inquiries on so specialised a branch of industries was not to be expected, and at least one firm felt that a single technical talk with an important potential buyer repaid all the efforts made.

In addition to the joint venture, a considerable number of British firms were represented by their agents in both Machevo and Milieu. British products were doing particularly well in Milieu, and one manufacturer (on his agent's stand), reported substantial inquiries for his products and declared himself well pleased with the exhibition.

The Commercial Counsellor from The Hague, Mr. L. E. M. Taylor, visited the exhibition and toured the British joint venture on October 19.

DEAR EDITOR...

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

First joint venture at Brussels Hospital Show

From the British Embassy, Brussels

CONSIDERABLE interest was shown in British hospital and medical developments by visitors to the 7th International Exhibition of Hospital and Medical Equipment in Brussels from October 21-28.

For the first time there was a joint venture display, sponsored by the British Hospitals Export Council in conjunction with the Department of Trade and Industry.

On view was an impressive array of exhibits, ranging from sophisticated electronic equipment to the latest types of ambulances.

Although the majority of exhibitors and visitors were Belgian, the event had an international flavour both in the variety of foreign equipment on agents' stands and in direct foreign representation.

For John Drew of Uxbridge it was a first venture into exporting. They were very pleased with the interest shown in their ostomy equipment, especially by Dutch and French firms. As a result of inquiries which Vitalograph received, particularly for their continator female urinary incontinence device, they felt considerable optimism about further business.

The Searle Group of companies, eight in all exhibiting under the Searle umbrella, all attracted a continual flow of visitors. Baird & Tatlock in particular were extremely optimistic about the prospects for their analmatic chemical analyser. The same optimism was shared by Coulter Electronics, exhibiting their blood cell and particle counting and sizing equipment. Mecanaids Ltd., already established in the market, felt it was very worthwhile. Multitone Electric Co. Ltd. with their range of selective pocket paging systems were hopeful of considerable future business and Kimberly-Clark Ltd. were optimistic about the future for their large range of disposable paper and paper/non-woven items.

The British Ambassador, Sir John Beith, accompanied by Lady Beith visited the joint venture and the stands of some agents of British firms on October 25.

The Design Centre to mount special furniture event

THE Council of Industrial Design and BFM Exhibitions Ltd. are jointly sponsoring a selective exhibition of modern British furniture at the London Design Centre in February, 1972. The exhibition will be open to the public from February 7-March 18, the first week coinciding with the Furniture Show at Earls Court, which, in 1972, will only be open to the trade.

The Design Centre exhibition will be held on the mezzanine floor of the Centre and will show more than 50 pieces of the latest furniture accepted for the CoID's Design Index. Manufacturers wishing to take this opportunity to present their 1972 designs to the 150,000 or so people who are expected to visit the The Design Centre during the period of the exhibition should contact Mr. John Crowther, Council of Industrial Design, 28 Haymarket, London SW1Y 4SU. (Tel: 01-839 8000).

Furniture Show and Lightshow '72 do a double act

THE 1972 Furniture Show and Lightshow '72 will be held simultaneously at Earls Court, London, next year (February 6-11). The two exhibitions will be intercommunicating and together will occupy a total of nearly 300,000 sq. ft. Furniture Show exhibitors include companies from Belgium, Holland and Italy while France, The Federal German Republic, Spain, Italy, Austria, Holland, Sweden and Denmark will be represented at the Lightshow.

Dates and times of opening will be the same and will include a special trade preview held on the first Sunday, February 6, between 12 noon and 6.30 p.m. From Monday, February 7, until Friday, February 11, the Shows will be open between 9.30 a.m. and 6.30 p.m. The public will not be admitted.

London International Boat Show—the international show

THE finest marine products from 17 countries will be displayed at the forthcoming London International Boat Show at Earls Court from January 4-15, 1972.

Just to mention a few . . . sailing boats, powerboats, runabouts, jetboats, fishing boats, ocean racing yachts, dinghies, inflatables, boating gear, plus engines, hydroplanes, hydrofoils, and hovercraft and electronic equipment, rods, tackle and reels, scuba and water-ski gear, swimwear and yachting clothes.

In fact there's everything anyone could possibly need for going over the sea, beside the sea, on the sea or under the sea.

Apart from the massive show by the British boating industry, Norway, Finland, Holland, France, Germany and Japan are staging their own exhibit stands. Australia, Belgium, Denmark, Eire, Italy, Malta, Spain, the United States, Sweden and Switzerland are exhibiting on their United Kingdom agents' display stands.

Centrepiece

All this is spread over 11 packed acres, on two floors. And the centrepiece of this great exhibition is Cowes, the little Isle of Wight town which is the 'crowned colony' of yachting. It is a town where Kings, Queens, Arch Dukes, Princes and Royalty by the dozen have stayed either ashore or afloat on visits throughout many centuries. And tortuous narrow High Street, Cowes, is being reproduced around the Pool in Earls Court. Details of houses, shops, roofs, walls, doors, windows, lights, even the door knockers, are being carefully re-created to capture its unique atmosphere.

Added to this highly appropriate setting will be three new famous boats, Chay Blyth's *British Steel*, Nicolette Milnes-Walker's *Aziz* and *Erik the Red*, the 26-foot ketch built from floorboards by Donald Ridler, 29-year-old theology student who sailed her across the Atlantic and back again.

The boats-plus show

But the variety of the Show extends beyond the sailing craft and gear: HM Coastguard, for example, will be celebrating its 150th year with a display of its services.

The RAF will show a full-scale cabin mock-up of a Nimrod, the submarine hunter killer aircraft. The Royal Navy and the Royal Fleet Auxiliary will be there in force.

Brittany will be out to 'sell' their 400-mile coastline and canal network.

The French Tourist Board will be extolling the joys of their 100-mile Languedoc-Roussillon beach and yachting complex.

The Angler's Co-operative Association will be taking their fight against pollution to the Boat Show.

Even the Highlands and Islands Development Board, who are helping revitalise the North of Scotland, will come South to Earls Court to tell of their sportsman's paradises.

The RNLI, Trinity House, The Lighthouse Service, The Port of London Authority, The British Waterways Board will each present their own contributions to aid those who go to sea either purely for pleasure or by profession.

A history of success

The First Boat Show held in London was in 1920 when a section of the London Motor Show, then held in the Agricultural Halls, Islington, was given over to boats. From then on the Boat Show followed the Motor Show to Olympia, Kensington and then in 1960 to Earls Court.

By 1954, because the motor manufacturers wanted more space and the boat builders also, the latter's trade association, The Ship and Boat Builders National Federation, took a deep breath and decided they would like to go it alone.

The Federation were a little apprehensive about the big responsibilities involved and were glad to welcome an ally in the *Daily Express* whose then managing director (now Beaverbrook Newspapers' chairman, Sir Max Aitken) was quick to see the possibilities.

The first independent Boat Show was staged at Olympia in 1955 and was an immediate and resounding success. From that day to this the Show has grown steadily, always with the fullest and happiest cooperation between the Federation and the *Daily Express*. By 1960 Olympia had become too small and the Show moved to Earls Court. Each year that followed, more and more of this mighty building's available floor space was rented till 1967 there was virtually no more left.

Attendance took a great leap forward at the first Earls Court Show of 1960 and has stayed around 300,000 ever since.

From the time of the move to Earls Court, which is equipped with a disappearing, underfloor swimming pool, each show has been transformed by a central yacht harbour which each year is given a distinctive style. Like everything else about the Show, this harbour has increased in size till the maximum was reached in 1970; nowadays it contains 2¼ million gallons of water and this year holds thirty-four yachts.

Book Exhibition

A BRITISH Council Book Exhibition 'Books for Children' consisting of 1,000 volumes has been sent to Ghana where it will be toured by the Ghana Library Board. The exhibition, which includes sections on reference books, picture books and stories for younger children, art, music and theatre, biography, geography, travel and adventure, handicrafts, science, and books for parents to read aloud, represents the works of some 100 British publishers.

Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (01-248 9876 ext 6147).

International agreement against record piracy

FOLLOWING 18 months of concentrated preparatory work and a fortnight's diplomatic conference in Geneva, in all of which the United Kingdom played a leading role, 36 countries concluded on October 29, 1971, an international agreement to outlaw record piracy. The agreement aims at stopping the unauthorised copying of records and tapes—phonograms to use the technical term.

It is not technically difficult to make a copy of a disc already on sale to the public and because none of the production costs of the original disc, including fees to performing artists and composers, have been met, such a pirated copy can sell at a fraction of the cost of the legitimate one. Although the quality of these unauthorised copies has been low, it is improving, while tapes of quality comparable to the original are relatively easy to produce. In consequence sales of these pirated copies are making deep inroads into markets. As an indication of the size of the problem, the International Federation of Phonographic Industries estimates that the sum lost to the industry annually may well be in excess of £100 million per annum and the British recording industry is among the hardest hit.

The international copyright conventions, in addition to protecting authors of literary, artistic and musical works, also protect film makers. But the same is not true of record makers, hence the need for a widely acceptable convention to this end.

The convention is simple in form, containing only 13 articles. Contracting States undertake to protect the producer of the phonogram, provided he is a national of another Contracting State, against the unauthorised copying of his phonogram and against the importation and circulation of pirated copies. But the copies must be intended for 'distribution to the public'. It is left to domestic law to determine whether the convention should be implemented by a copyright, by the law of unfair competition, by means of penal sanctions or by a combination of these methods. Where a copyright is granted or a system of penal sanctions is instituted the phonogram must be protected for 20 years from the year the phonogram was first fixed or first published, at the choice of the Contracting State.

Almost all copyright laws permit certain uses of copyright works without the consent of the copyright owner—judicial proceedings are an example—and the convention provides that similar exceptions may be made in respect of phonograms. Compulsory licences to reproduce a phonogram may be granted but only for the purposes of teaching or scientific research. Copies made under such a licence may not be exported and there must be payment.

It is of course hoped that those states where record piracy takes place will join the agreement and stop production in their territory. The United States has already passed a Bill which will enable her to join the agreement. The existence of an international instrument indicating that record piracy is disapproved of by the international community can be effective. Even if this hope is not realised as regards all states where manufacture takes place however the convention may still succeed in keeping the pirated disc out of the main markets. Since the United Kingdom already protects phonograms under her copyright law no legislation will be necessary here.

UK aid to developing countries: aid and loan agreements

BELOW is a list of current loans made by the United Kingdom and administered by the Overseas Development Administration which are tied to the supply of British goods and services.

As a general guide to firms, those loans which are totally committed to the payment of agreed contracts or do not represent any export opportunities have been marked x.

	Country	Amount £ million	Committed by 31.8.71 £ million	Title, purpose and period of repayment
1.	Afghanistan*	0.131	0.017	UK-Afghanistan Loan Agreement 1970. For the purchase of fire fighting equipment (1972-95)
2.	Bolivia*	1.700	None	For on lending to a public corporation for a telecommunications project (1973-86)
3.	Bolivia*	0.605	None	For on lending to a public corporation for a telecommunications project (1973-87)
4.	Ceylon	5.0	2.592	UK-Ceylon Loan 1970. For the purchase of goods and services in Britain (1974-95)
5.	Ceylon	0.625	None	UK-Ceylon (Galle Water Supply) Loan 1970. (1974-96)
6.	Chile*	0.75	0.507	UK-Chile Loan No. 2 1969. Towards the cost of development of Cap Steelworks (1974-83)
7.	Ecuador	0.300	0.092	UK-Ecuador Loan 1969. Financial assistance to INECEL towards the cost of electrification equipment for the extension of transmission and distribution systems. (1972-94)
8.	Ethiopia	0.550	None	UK-Ethiopia Ports and Waterways Loan 1971. Towards the cost of the provision of British equipment for the development of ports and waterways in Ethiopia (1972-91)
9.	Ethiopia	0.300	None	UK-Ethiopia Agricultural Equipment Loan 1971. Towards the cost of British equipment for the development of agriculture in Ethiopia (1972-91)
10.	Gambia	3.2	2.058	UK-Gambia Loan 1967. For goods and services connected with agreed development projects (1969-92)
11.	Guyana	2.0	1.230	UK-Guyana Loan No. 2 1968. For the purpose of assisting in financing certain projects In Guyana's current development programme (1970-93)
12.	Guyana	0.750	None	UK-Guyana Development Loan 1971. For the purpose of assisting in the financing of certain projects in Guyana's current development programme (1976-96)
13.	Guyana	1.250	0.893	UK-Guyana Development Loan 1969/71. For the purpose of assisting in financing certain projects in Guyana's current development programme (1972-94)
14.	Guyana	3.0	1.571	UK-Guyana Sea Defence Loan 1969. (1971-94)
15.	India	7.0	6.190	UK-India Non-Project Loan 1968. For the purchase of British goods, maintenance and services (1976-93)
16.	India	1.0	0.470	UK-India ICICI Loan 1968. For the purchase of British goods and services required in connection with projects financed by ICICI (1976-93)
17.	India	4.0	1.315	UK-India Mixed Imports Loan 1969. For the supply of British capital and maintenance goods (1977-94)
18.	India	7.5	1.296	UK-India Capital Investment Loan 1969. For the supply of British capital goods (1977-94)
19.	India	1.0	None	UK-India ICICI Loan 1969 to cover foreign exchange costs of imports of capital items from the UK where ICICI is financing the project (1977-94)
20.	India	3.1	0.827	UK-India (Durgapur) Loan 1970. Purchase of spare rolls and capital renewal items (1977-95)
21.	India	12.0	None	UK-India Capital Investment Loan 1971 for the purchase of capital investment goods for the public and private sectors (1978-95)
22.	India	1.0	None	UK-India ICICI Loan 1971. To cover foreign exchange costs if imports of capital items from the UK where ICICI is financing the projects (1978-95)

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	Country	Amount £ million	Committed by 31.8.71 £ million	Title, purpose and period of repayment
23.	India	3.0	2.165	UK-India Mixed Project Loan 1971. To finance foreign exchange costs incurred in Britain on agreed projects (1978-95)
24.	India	2.0	None	UK-India Mixed Imports Loan 1971. For the supply of British capital and maintenance goods (1978-96)
25.	Indonesia	1.5	1.018	UK-Indonesia Loan No. 4 1970. For the purchase of British goods and services (1978-95)
26.	Indonesia	5.0	None	UK-Indonesia Loan No. 1 1971. Towards the cost of certain development projects (1978-96)
27.	Indonesia	4.0	0.006	UK-Indonesia Loan No. 2 1971. For the purchase of British goods and services (1978-96)
28.	Kenya*	18.0	15.787	UK-Kenya Loan No. 3 1966. For British and East African goods and services connected with agreed development projects and for land transfer (including land settlement) over a period of 4 years from April 1, 1966 (1969-94)
29.	Kenya	8.750	4.078	UK-Kenya Loan 1970. Towards the cost of development projects and of land purchase, land consolidation and registration and rural development (1978-95)
30.	Malawi	3.850	0.88	UK-Malawi Loan 1971. For general development projects agreed during the period January 1971-March 1972 (1973-95)
31.	Malaysia	25.0	11.603	UK-Malaysia Aid Grant and Loan 1968. For the purpose of development (including the provision of technical assistance by the government of the UK) and of defence (1979-95)
32.	Mauritius	1.0	0.975	UK-Mauritius No. 3 Loan 1969. To meet the cost of certain development projects and for the purchase of certain goods and services (1972-94)
33.	Mauritius	5.0	1.137	UK-Mauritius Loan 1970. To meet the cost of certain development projects and for purchase of certain goods and services (1972-94)
34.	Nigeria	1.85	None	UK-Nigeria Loan 1971. For the purchase in the UK of goods and services (1971-96)
35.	Nigeria	13.0	None	UK-Nigeria Loan No. 2 1971. For the purchase in the UK of goods and services and for project aid (1978-96)
40.	Pakistan	6.2	5.870	UK-Pakistan (Railway Electrification) Loan 1966. Towards the electrification of the Pakistan Western Railway between Khanewal and Lahore (1974-93)
41.	Pakistan	1.0	0.394	UK-Pakistan (Mixed Projects) Loan No. 2 1969. For the purchase of British goods and services. For projects to be agreed (1976-94)
42.	Pakistan	6.0	5.299	UK-Pakistan Loan No. 3 1969. For the purchase of British goods and services (1974-94)
43.	Pakistan	3.0	1.469	UK-Pakistan Loan 1970. For the purchase of British goods and services (1977-95)
44.	Pakistan	0.345	None	UK-Pakistan (Power Project) Loan No. 2 1970. For the purchase in the UK of equipment in connection with Epwada 'Crash Programme' for power distribution (1978-95)
45.	Pakistan	3.0	0.635	UK-Pakistan Loan No. 3 1970. For the purchase of British goods and services (1978-95)
46.	Peru	0.358	0.196	For on lending to the Private Sector for the purchase of British goods (1972-86)
47.	St. Kitts—Nevis-Anguilla	0.800	0.506	UK-St. Kitts-Nevis-Anguilla Loan 1971. Airport development (1978-96)
48.	Singapore	50.0	15.958	UK-Singapore Aid Grant and Loan 1968. For the purpose of development (including the provision of technical assistance by the Government of the UK) and of defence (1978-95)
49.	Tunisia*	0.246	None	UK-Tunisia Loan 1970. Assistance towards the micro-wave link Central and Southern Tunisia (1973-78)
50.	Turkey*	1.98	1.586	UK-Turkey (Steel Pipe Plant) Loan No. 3. To establish a seamless steel pipe plant at Kirrikale (1970-93)
51.	Turkey*	3.5	2.598	UK-Turkey (Bosphorus Bridge) Loan Agreement 1970. The British construction of the Bosphorus Bridge and Associated Works (1975-95)
52.	Uganda*	6.5	4.444	UK-Uganda Loan 1968. For the purchase of certain development projects (1971-93)

Inquiries relating to this notice should be addressed to the Export Planning and Development Division, Department of Trade and Industry, 1 Victoria Street, London, SW1. (Tel. 01-222 7877, Ext. 2383) quoting reference number XP230/2/70.

INDIA AND IRAQ: Following the visit to New Delhi recently of a delegation from Iraq, a new Trade and Economic Co-operation Agreement was signed by the two countries. Under the Agreement, trade arrangements for the period September 1971 to March 1973 were finalised; these provide for a threefold increase in the total trade. In addition to traditional imports from Iraq, India has agreed to buy crude oil and sulphur, whilst Indian exports will include tea, jute manufactures, cotton textiles, chemicals, drugs and pharmaceuticals and engineering goods. The Agreement also provides for the establishment of certain joint ventures such as an oil refinery in India based on Iraqi crude oil, and a steel mill in Iraq based on Indian iron ore. No further information is available.

EDB Ext. 420/475

PAPER-MAKING MACHINERY FOR KENYA: The Export Credits Guarantee Department on November 3, signed a Financial Guarantee covering the financing of a contract for the supply of paper-making machinery and ancillary equipment for an integrated pulp and paper mill at present under construction at Broderick Falls, Kenya.

Under a £5 million contract between Walmsleys (Bury) Ltd. and Panafrican Paper Mills (E.A.) Ltd. the former will supply two paper-making machines complete with ancillary equipment. Delivery is scheduled to enable output from the first machine to commence in June 1974 and from the second machine in September 1974. A loan of £4.25 million to finance the contract is being made available by Lazard Brothers and Co. Ltd., acting on behalf of a syndicate of banks comprising Barclays Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd., National Westminster Bank Ltd. and Williams and Glyn's Bank Ltd. The loan is repayable over a period of eight years from the scheduled date of commissioning.

CANADA AND HUNGARY: A new five-year Trade Agreement between Canada and Hungary was signed in Ottawa on October 6. Previous agreements have been for three-year periods. According to press reports the new Agreement provides for the continued exchange of most-favoured-nation treatment, and establishes a framework for the development of trade and for closer co-operation between the two countries in the fields of technology and science. Copies of the full text of the announcements are available to British exporters.

EDB Ext. 455/456/457

CHEESE: BULGARIA AND POLAND: In the light of the supply position, the quotas for the import of cheese into the United Kingdom from Bulgaria (quota No. 5) and Poland (quota No. 5) have each been increased by 500 tons, as a special measure for the current quota year.

The current list of quotas for the import of Bulgarian goods into the United Kingdom was published in *Trade and Industry* of April 7, 1971. The Polish list was published on March 17, 1971.

HINTS TO BUSINESS MEN BOOKLETS: Revised editions of the booklets on Barbados and Israel have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room CO7, Export House, 50 Ludgate Hill, London EC4M 7HU, Telephone: 01-248 5757, ext. 7146, or to any Regional Office of the Department of Trade and Industry.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

TARIFF & TRADE NOTICES

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations, proposed regulations and directives which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Europennées*. The French texts of the Regulations etc., may be seen on application. It should be noted that the texts of the proposed regulations and directives, when finally approved, may differ from the draft texts referred to below.

General

The *Journal Officiel* No. L242 dated October 28, 1971, contains a correction to Regulation (CEE) No. 2122/71 fixing the countervailing amounts applicable from October 4, 1971, in the agricultural sector, following the temporary widening of the margins of fluctuation in the currencies of certain Member States.

Pigmeat

Regulation (CEE) No. 2305/71 fixes the basic price and the quality standard for slaughtered pigmeat for the period November 1, 1971 to October 31, 1972. (*Journal Officiel* No. L244 dated October 30, 1971)

Regulation (CEE) No. 2306/71 postpones the closing date for establishing quotations in certain Member States for slaughtered pigmeat in accordance with the Community scale for classifying pig carcases. (*Journal Officiel* No. L244 dated October 30, 1971)

Oils, fats and seeds

Regulation (CEE) No. 2277/71 modifies Regulations (CEE) Nos. 2164/70, 2165/70, 463/71 and 1235/71 relating to imports of olive oils from Spain, Tunisia, Morocco and Turkey. (*Journal Officiel* No. L241 dated October 27, 1971)

Regulation (CEE) No. 2307/71 fixes the target prices and the intervention prices for olive oil for the 1971/72 marketing year. (*Journal Officiel* No. L244 dated October 30, 1971)

Regulation (CEE) No. 2308/71 fixes the threshold price for olive oil for the 1971/72 marketing year. (*Journal Officiel* No. L244 dated October 30, 1971)

Regulation (CEE) No. 2309/71 fixes the monthly increases in the target price, the intervention price and the threshold price for olive oil for the 1971/72 marketing year. (*Journal Officiel* No. L244 dated October 30, 1971)

Regulation (CEE) No. 2310/71 relates to the standard amount for olive oil not subjected to processing, obtained entirely in Greece and transported directly into the Member States of the Community. (*Journal Officiel* No. L244 dated October 30, 1971)

Regulation (CEE) No. 2311/71 relates to aid for olive oil. (*Journal Officiel* No. L244 dated October 30, 1971)

The *Journal Officiel* No. C107 dated October 25, 1971, contains the draft text of a proposed Regulation modifying Regulations (CEE) Nos. 2164/70, 2165/70, 463/71 and 1235/71 relating to the imports of olive oils from Spain, Tunisia, Morocco and Turkey.

Wines

Regulation (CEE) No. 2283/71 relates to the cancellation of private storage contracts for the A II type of table wine. (*Journal Officiel* No. L241 dated October 27, 1971)

Regulation (CEE) No. 2292/71 modifies Regulation (CEE) No. 1171/71 in so far as it concerns total or partial exemption from the distillation of the by-products in the wine sector. (*Journal Officiel* No. L243 dated October 29, 1971)

The lists of Tariffs, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Regulation (CEE) No. 2312/71 modifies Regulation (CEE) No. 816/70 relating to additional provisions on the common market organisation for the wine growing sector (*Journal Officiel* No. L244 dated October 30, 1971)

Regulation (CEE) No. 2314/71 provisionally determines the system applicable to wines originating in and coming from Turkey, Morocco and Tunisia. (*Journal Officiel* No. L244 dated October 30, 1971)

Regulation (CEE) No. 2315/71 determines for the 1971/72 wine marketing year the price to be paid for alcohol supplied to intervention agencies by virtue of the compulsory distillation of the by-products in the wine sector and the amount of the intervention expenses to be financed by the European Agricultural Guidance and Guarantee Fund. (*Journal Officiel* No. L244 dated October 30, 1971)

The *Journal Officiel* No. C106 dated October 23, 1971, contains the text of a proposed regulation modifying, in particular, Regulation (CEE) No. 816/70 relating to additional provisions on the common organisation of the markets in the wine growing sector.

Milk and milk products

The *Journal Officiel* C106 dated October 23, 1971, contains the draft text of a proposed directive on statistical surveys and estimates to be carried out by Member States concerning the supply of milk and milk products.

Fruit and vegetables

Regulation (CEE) No. 2285/71 modifies Regulation (CEE) No. 988/68 relating to the financing of intervention expenditure and refunds in the fruit and vegetable sector. (*Journal Officiel* No. L242 dated October 28, 1971)

EDB Ext. 7174, 408

COMMON COMMERCIAL POLICY: The *Journal Officiel des Communautés Européennes* No. L241 dated October 27, 1971 contains the text of Regulation (CEE) No. 2276/71 modifying Regulation (CEE) No. 1078/71 setting up a common system for the export and opening of a Community quantitative quota for exports of certain types of waste and ash of non-ferrous metals (copper, lead, and aluminium).

EDB, Ext. 7174, 408

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journal Officiel des Communautés Européennes* No. L240 dated October 26, 1971 contains the text of Decision No. 71/351 CEE authorising France to exclude from Community treatment tableware and other

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articles of a kind commonly used for domestic or toilet purposes, of porcelain or ceramic materials other than common pottery or stoneware falling within EEC Common Customs Tariff headings 69.11 and 69.12 C and D, orginating in China and freely circulating in the other Member States.

EBD. Ext. 7174, 408

Correction

The *Journal Officiel des Communautés Européennes* No. C106 dated October 23, 1971 contains a correction to the draft text of the proposed directive relating to the weights and dimensions as well as certain additional technical conditions in respect of vehicles used for road transport, which was published in the *Journal Officiel* No. C90 dated September 11, 1971.

EDB, Ext. 7174, 408

RIGHT OF ESTABLISHMENT AND FREEDOM TO SUPPLY SERVICES: The *Journal Officiel des Communautés Européennes* No. C106 dated October 23, 1971 contains the texts of a number of proposed directives as follows:

(1) concerning the freedom of establishment and supply of services of self-employed hairdressers.
(2) aiming at a mutual recognition of diplomas, certificates, and other qualifications of hairdressers.
(3) aiming at the co-ordination of legislative, statutory and administrative provisions relating to hairdressers.
(4) aiming at the co-ordination of certain legislative, statutory and administrative provisions concerning cinematography.
(5) concerning the freedom to supply services for self-employed occupations in film distribution.

The *Journal Officiel des Communautés Européenes* No. C107 dated October 25, 1971 contains the draft texts of two proposed directives as follows:

(1) relates to the procedures for the right of establishment and freedom to supply services in respect of self-employed occupations in fiscal matters.
(2) relates to the procedures of the transitional measures for certain activities in fiscal matters.

It should be noted that the texts of the directives, when finally approved, may differ from the draft texts referred to above. The French texts of the above may be seen on application.

CRE. Ext, 2354/5

HARMONISATION OF LEGISLATION: The texts of the following Directives and proposed directives relating to the harmonisation of Member States' legislation have been published in the *Journal Officiel des Communautés Européennes*. The French texts of these directives etc. may be seen on application. It should be noted that the texts of the proposed directives, when finally approved, may differ from the draft texts referred to below:

Directive 71/347/CEE concerns harmonisation of Member States' legislation on measurement of the mass per hectolitre of cereals. (*Journal Officiel* No. L239 dated October 25, 1971)

Directive 71/348/CEE concerns harmonisation of Member States' legislation on additional devices for meters for liquids other than water. (*Journal Officiel* No. L239 dated October 25, 1971)

Directive 71/349/CEE concerns harmonisation of Member States' legislation on measurements of ships' tanks. (*Journal Officiel* No. L239 dated October 25, 1971)

Draft texts of two proposed directives concerning:

(1) the harmonisation of legislative, statutory and administrative provisions relating to the attestation and marking of cables, chains, hooks and their accessories.
(2) the harmonisation of Member States' legislations relating to measurements of length. (*Journal Officiel* No. C106 dated October 23, 1971)

Correction

The *Journal Officiel* No. L244 dated October 30, 1971 contains a correction to the text of Directive 71/307/CEE concerning the harmonisation of Member States' legislation relating to textile markings.

EDB. Ext, 7174, 408

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated July 22, 1971 contained a notice about Regulations (CEE) Nos. 1308/71, 1310/71, 1312/71 relating to the opening, allocation, administration of Community tariff quotas for certain products originating in developing countries. The *Journal Officiel des Communautés Européennes* No. C110 dated October 30, 1971 contains an announcement that the quotas for imports into the EEC of the following goods which were set up by Regulations (CEE) Nos. 1308/71 and 1312/71 have been exhausted. With effect from October 30, 1971 imports into the EEC of the following products when originating in the countries indicated will attract the full rate of customs duty.

EEC Common Customs Tariff No.	Description of goods	Country of origin
Regulation (CEE) No. 1308/71		
41.02	Bovine cattle leather (including buffalo leather) and equine leather, except leather falling within heading No. 41.06.to.41.08. inclusive: B. Other. II. Not specified	Uruguay
46.03	Basketwork, wickerwork and other articles of plaiting materials, made directly to shape; articles made up from goods falling within heading No. 46.01 and 46.02; articles of loofah	Yugoslavia and Philippines
71.16	Imitation jewellery	Hong Kong
Regulation (CEE) No. 1312/71		
56.07	Woven fabrics of man-made fibres (discontinuous): A. Of synthetic fibres.	South Korea
58.01	Carpets, carpeting and rugs, knotted (made up or not): A. Of wool or of fine animal hair, containing per linear metre: — at least 350 rows of knots.	Iran

The French texts of the Regulations and notices referred to above may be seen on application.

EDB. 7174, 408

CUSTOMS REGULATIONS: The *Journal Officiel des Communautés Européennes* No. C106 dated October 23, 1971 contains the draft texts of:

(1) a proposed regulation relating to the definition of the concept of 'frontier traffic'.
(2) a proposed directive concerning the harmonisation of provisions on turnover taxes and excise duties related to passenger traffic.
(3) a proposed directive modifying Arcticle 31 of directive No.69/73/CEE of March 4, 1969 concerning the harmonisation of legislative, statutory and administrative provisions relating to the temporary import for processing scheme.

The *Journal Officiel* No. C107 October 25, 1971 contains the draft text of a proposed directive modifying directive 69/73/CEE of March 4, 1969 concerning the harmonisation of legislative, statutory and administrative provisions relating to the temporary import for processing scheme.

The French texts of the above may be seen on application.

It should be noted that the texts of the Regulation and directives, when finally approved, may differ from the draft texts referred to above.

EDB. Ext. 7174, 408

(*continued on next page*)

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EUROPEAN COMMUNITIES
continued

FUEL POLICY: The *Journal Officiel* No. C106 dated October 23, 1971 contains the text of a proposed directive modifying Directive No. 68/414/CEE requiring Member States to maintain a minimum storage level of crude petroleum and/or petroleum products.

It should be noted that the text of the directive, when finally approved, may differ from the draft text referred to above.

CRE. Ext. 2354/5

TEMPORARY SUSPENSION OF IMPORT DUTIES: The *Journal Officiel* No. L244 dated October 30, 1971 contains the text of Regulation (CEE) No. 2313/71 partially suspending, for the period November 1, 1971 to August 31, 1972 at the latest, the Common Customs Tariff on wines originating in and coming from Algeria.

EDB. 7174, 408

Federal Republic of Germany

DANGEROUS WORKING MATERIALS: The Federal German authorities have issued an order dated September 17, 1971 about the use and supply of dangerous 'working materials' (*Arbeitsstoffe*) such as explosives, combustibles, poisons and corrosives.

EDB Ext. 466

Spain

JOINT ASSEMBLY OF EXCAVATORS: The Spanish *State Gazette* of October 18, 1971, announced that the special concessions of reduced import duties applied to certain capital goods in joint assembly with Spanish manufacturers is extended to include wheeled or tracked hydraulic excavators with a scoop capacity of 1,000 to 1,800 litres, together with auxiliary parts, components and accessories, up to a maximum of 25 per cent of the total industrial cost of the completely manufactured equipment in which it is incorporated. Applications for reductions of import duty must be made by the importer to the Ministry of Commerce in Madrid.

EDB Ext. 462, 471, 472, 473

Yugoslavia

IMPORT REGULATION CHANGES: It was announced in the Yugoslav *Official Gazette* of September 23 that import and payment of laboratory chemicals and reagents in packagings up to 2.5 kg. nett weight is effected free.

The following goods are now RK category:

28.38/1j3	
28.40/3d1	for animal feeding-stuff
38.19/1q16	electrode anthracite compound with binding agents

The following goods are now LB category:

29.30/2	isocyanates for polyurethane foam
37.01/a3 & b3	plates for the printing industry
37.01/2c	films for the printing industry
38.19/1q15	moulding sand impregnated with resins
51.02/1a1	nylon thread for fishing
56.02/2a	cellulose acetate cable for manufacture of filter-tips for cigarettes
85.24/1a	cathode and anode blocks for aluminium electrolysis

The following goods become GDK category:

73.16/2b1 & 2
84.23/13a & c

In tariff No. 51.02 in item 2, the provision under (*b*) is deleted and the provision hitherto under (*c*) becomes provision (*b*).

No further information is available.

EDB Ext. 420/475

REDUCTION OF IMPORT DUTY: It has been announced in the Yugoslav *Official Gazette* that the import duties on the following

products have been reduced to 12 per cent when they are subject to long-term co-operation agreements.

87.06	Parts and accessories for omnibuses of tariff heading 87.02
84.40/2	Parts of machines and apparatus for washing clothes, for domestic use, that is 100,000 electric motors with pumps and belt 100,000 doors of washing machines with glass and lock 100,000 heaters for washing machines

This decision shall apply on condition that there is reciprocity between Yugoslavia and the country of the foreign partner with regard to tariff facilities.

No further details are available.

EDB Ext. 420/475

REDUCTION OF IMPORT DUTIES: It has been announced in the Yugoslav *Official Gazette* that the import of products under numbers in the Customs tariff quoted below for use as specified equipment for production of vinyl chloride monomer—PVC in powder have been changed. Instead of the rate of duty quoted, the following rates of duty shall apply.

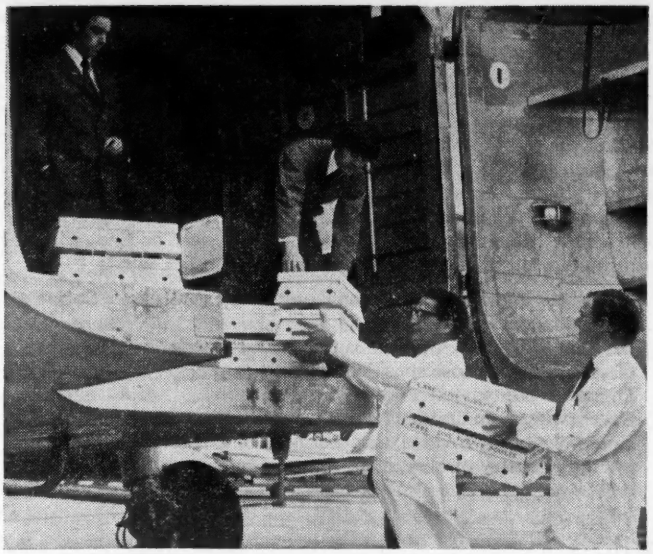
84.03/4	Other generators	
	Ex.	
	Generators for production of nitrogen by combustion of air	10
84.10/3	Centrifugal pumps	
	Ex.	
	Pumps for decanting vinylchloride monomer, in a special 'S' form	10
84.11/1b	Vacuum pumps	
	Ex.	
	— pumps with high vacuum for vinylchloride monomer-gas, in special 'S' form	10
	— vacuum pumps for pneumatic transport of PVC powder, in special 'S' form	10
84.11/2	Compressors	
	Ex.	
	Gas compressors for vinylchloride, of a capacity of 600 mm. Hg vacuum, in special 'S' form	10
84.11/4	Fans	
	Ex.	
	Fans for air saturated with vinylchloride in the gaseous state, in special 'S' form	10
84.12/2	Air conditioning equipment, automatic up to 300 m.³	
	Ex.	
	Equipment for air conditioning for control room with sensitive instruments, in special 'S' form	10
84.17/1d	Machines and equipment for refrigerating materials	
	Ex.	
	— equipment for condensation of vinylchloride monomer by cooling, in special 'S' form	10
	— cooling tower for water, of a capacity of 6 million Kcal./h.	10
	Equipment for condensation and stabilisation of vinylchloride monomer	10
	— autoclaves for polymerisation of vinylchloride monomer, with essential equipment	10
84.18/2b	Machines and equipment for filtering or purifying liquids and gases	
	Ex.	
	— equipment for filtering gaseous vinylchloride monomer, in special 'S' form	10
	— sack-filters for delivery for PVC powder from air with built in elements for protection against static electricity	
84.19/8	Machines for dosing and packing	
	Ex.	
	Machines for dosing and packing PVC powder	10
84.22/5d	Other machines and apparatus for hoisting, handling, loading or discharging and the like	
	Ex.	
	— equipment for pneumatic transport of PVC powder	10
84.59/2j	Mixers for application of plastic materials	
	Ex.	
	Mixers for homogenising PVC powder	10
84.59/2k	Other machines and mechanical equipment	
	Ex.	
	— Mills for milling large fractions of PVC powder	10
	— Equipment for spreading PVC powder with built in elements for protection against static electricity	10
	— Equipment for separating PVC powder	10

No further details are available.

EDB Ext. 420, 475

INFORMATION ON 'T & I' MATERIAL

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry*, last published on May 26.



More than 5,500 day-old turkey poults left Norwich airport recently for St. Brieuc, Brittany, France. This was the first consignment of turkey poults to be shipped by Bernard Matthews Ltd., Gt. Witchingham, Norfolk, since continental veterinary regulations on imports of British poultry were relaxed in September. The turkey poults flew to France in a Bristol Freighter aircraft chartered from Air Commuter Ltd., Coventry, and will be fattened prior to processing into oven-ready birds by a French turkey processor.

People's Democratic Republic of Yemen

IMPORT REGULATIONS: A resolution recently issued by the Ministry of Economy and Industry makes official the previously unpublicised prohibition on imports into PDRY of the following:

1. matches including those for publicity and advertising;
2. metal cooking utensils, nails and mirrors to which there are locally produced equivalents;
3. wooden furniture;
4. raw tobacco 'including imports on no payment';
5. shoes made wholly of plastic, children's excepted, and sandals;
6. paints, prepared and unprepared, unless there be no locally produced equivalent (in which case a licence may be granted only to the Aden Paint and Emulsion Co. and within the requirements of local consumption);
7. pickles;
8. sesame oil;
9. salt;
10. torn cloths the measurement of each of which is less than one and a half yards;
11. used newspapers and magazines for wrapping;
12. sticks;
13. fireworks and
14. hair wigs.

(*continued on next page*)

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continued

There are, however, no restrictions on imports of the above either for transit through PDRY or to the Free Zone or Free Market for re-export to other countries. Also, should any licences have been issued for imports of the above prior to the publication of the resolution, these will be observed subject to certain conditions.

Imports of the undermentioned, on which there were previously restrictions (though again unpublicised), will now be allowed, but with qualifications for two commodities, which are listed:

A. sweets and biscuits—though only from Arab and 'Socialist' countries;
B. metal furniture 'of various forms and types';
C. shoes other those specified above;
D. melon seeds;
E. chewing gum and
F. edible oil—provided that permission is first obtained from the Ministry of Health.

EDB Ext. 420/475

Kuwait

IMPORT REGULATIONS: The Minister of Public Health has banned the importation of alcoholic vanilla solution into Kuwait. No further information is available.

EDB Ext. 420/475

Iraq

IMPORTATION OF MACHINERY: A new State owned company has recently been set up in Iraq under the name of 'State Machinery Import Company' (SMIC) (Postal address: Sa'adoon Street, Baghdad, Iraq: cable address: SMIC, Baghdad, Iraq). The importation of agricultural, constructional and industrial machinery is now restricted to this company. It is understood that this covers the following types of machinery and equipment:

(*a*) Pumping sets and pumping equipment for different uses and especially for agricultural uses.
(*b*) Flour mill machinery and accessories.
(*c*) Machine tools and equipment.
(*d*) Internal combustion engines for different uses (but not for motor vehicles).
(*e*) Earth-moving machinery, equipment and accessories.
(*f*) Agricultural tractors, combines, plough cultivators, disc ploughs, disc harrows, and equipment and accessories.
(*g*) Fork lift trucks for different uses.

No further information is available.

EDB Ext. 420, 475

TENDERS FOR IMPORTS BY STATE ORGANISATIONS: The Iraqi authorities issued Decree No. 55 on 1.1.1971, enforcing the payment of a commission of 15-20 per cent from the private sector, and 8 per cent from official departments, on items whose importation is restricted to a state company. The 8 per cent commission applies when the tendering department is using the licence allocation of the state company to whom the item is restricted, but not where they are using their own import licence. The 15-20 per cent commission applies if a local agent gets bids from a number of countries and submits them to the tendering department under his own name; if one of these is accepted, the local agent has to pay for the privilege of using a licence supplied by the state company. British companies are therefore advised, when submitting offers, to include a form of words which excludes them from being involved in these extra commission payments, ie 'This offer does not include any commission that may be payable to a state trading organisation.'

CRE Ext. 3454

Republic of South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 538 published in the South African *Government Gazette* of October 22, contains an application to the Board of Trade and Industries for increase in duty on 1. Floor coverings consisting of a polyvinyl chloride coating on a felt base, from the existing rates of duty to 20 per cent *ad valorem* or 11 cents per kilogram (BTI ref. T5/2/7/3/1). 2. Plates, sheets, strip, film and foil of vinyl chloride polymers and copolymers, of a thickness exceeding 0.75 mm. from 20 per cent *ad valorem* to 20 per cent *ad valorem* or 11 cents per kilogram. Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Department of Trade and Industry.

CRE Ext. 2274

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 539 published in the South African *Government Gazette* of October 29, contains an application to the Board of Trade and Industries for increase in duty on coriander from the present rates of duty to 28 cents per kg. less the f.o.b. price. Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Department of Trade and Industry.

CRE Ext. 2274

CANNED FOODSTUFFS: The South African *Government Gazette* of October 22, carried (notice no. R.1898) new Regulations relating to the Grading, Packing and Marking of canned foodstuffs

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for sale in the Republic effective from November 1. These supersede the Regulations of October 1965 (R.1515) and they cover soup and soup concentrate; vegetables, vegetable paste, concentrate, puree and juice; spaghetti, macaroni, vermicelli and other pasta products; mushrooms; fruit and fruit pulp, sauce, juice, juice concentrate, jam, conserve, jelly and marmalade. The new Regulations take account of South Africa's conversion to metric measurement.

EDB Ext. 471/2/3

Nigeria

PROHIBITED IMPORTS: Legal Notice 77 of 1971, Imports Prohibition (Amendment) (No. 2) Order, 1971, published in the Federal Republic of Nigeria *Official Gazette* of October 14, amends with effect from that date the Imports Prohibition Order 1971 as follows. For item 22 of Part II of Schedule 1, thereof there shall be substituted the following items:

'22. Food preparations (not elsewhere specified) excluding baby foods, beverages, saccharin, yeast, baking powders, colouring essences, flavours and seasoning paste (Tariff No. 21.03 to 07)'.

EXPLANATORY NOTE:
(This note does not form part of the above Order but is intended to explain its purpose) The Order provides that seasoning paste may be imported into Nigeria without licence.

EDB Ext. 471/2/3

CUSTOMS TARIFF CHANGES: Legal Notice No. 75 of 1971, the Customs Tariff (Duties and Exemptions) (No. 5) Order 1971, published in the Federal Republic of Nigeria *Official Gazette* of October 14, amends with effect from that date the First Schedule to the Nigerian Customs Tariff as follows:

Tariff No.	Tariff description	Extent of amendment		
04.02	Milk and cream, preserved, concentrated or sweetened: A and B	In sub-headings A and B delete the entries in the columns 'Tariff description', 'Fiscal entry' and 'full' and insert the following entries against the main heading in the columns 'Fiscal entry' and 'Full' that is:		
		Rate of duty		
		Tariff description	Fiscal entry	Full
		(2)	(3)	(4)
		—	'10%	Free'

EXPLANATORY NOTE:
(This note does not form part of the above order, but is intended to explain its purpose). It reduces the rate of duty on milk from 20 per cent *ad valorem* to 10 per cent *ad valorem.*

EDB Ext. 471/2/3

Congo (Kinshasa)

CHANGE OF NAME: It was announced on October 27, that with immediate effect the Democratic Republic of the Congo is henceforward to be called the Republic of Zaire. The provinces Orientale and Kongo Central have been re-named Upper and Lower Zaire respectively. Exporters will wish to know that this will mean various changes including bank notes, coins and postage stamps. The adjective will be Zairian. Any further details will be published when they are available.

CRE Ext. 2334, 3338

Uganda

PAYMENTS FOR IMPORTS: The Bank of Uganda have issued a circular, Exchange Control Circular No. 14 (3rd Amendment) Payment for Imports, dated October 20, which states that foreign exchange will not be made available to Ugandan importers until proof is produced that the goods for which the payment is required, have entered the country. The only exceptions are payments to be made on machinery for use in the manufacture of goods in Uganda, essential medical or veterinary drugs, raw materials required in manufacturing or processing industry in Uganda, and other essential goods for which special permission has been given. As a transitional measure, it is understood that payments may be made in advance of arrival for air consignments with waybills dated up to November 15 and those by sea with bills of lading up to November 30.

CRE Ext. 2226

Ghana

IMPORT LICENSING: A notice published in *Trade and Industry* of September 30 (page 653), announced the publication of Notice to Importers No. 369—General Guide to Importers—Import Licensing Procedures for the period of January 1 to December 31, 1972. The following amendments to this notice have now been announced in the Ghana *Commercial and Industrial Bulletin* of October 22. Notice to Importers No. 373, Restriction on Importation of Matchets. Page 1276—Open General Licence No. 5. Under Statistical Group 695 amend description to read 'Tools for use in hand or in machine (except 695-120 and 695-130). Page 1292: Restricted Imports. To the list of Restricted Imports, add: Statistical No. 695-120 Matchets.

EDB Ext. 471/2/3

Zambia

SUSPENSION OF DUTIES: The Zambia Customs and Excise (Suspension) (Amendment) (No. 4) Regulations, 1971, amend, with effect from October 30, the Schedule to the Customs and Excise (Suspension) Regulations, 1970 (published in the *Board of Trade Journal* of February 25, 1970, page 560) to the following extent:

(*a*) by the deletion of the following:

Heading No.	Description of goods	Effective rate of duty
Ex 39.00.45	Flexible plastic piping and tubing of an internal diameter not exceeding 50.8 mm.: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 39.00.46	Rigid plastic piping and tubing of an internal diameter exceeding 25.4 mm. but not exceeding 203 mm.	Free
Ex 39.00.69	Glass fibre sheeting	Free
Ex 39.00.69	Regenerated cellulose, cut to size in original mill wrappers or mill reels, for use in packing goods	Free
Ex 39.07.91	Plastic beads	Free
68.14.10	Brake linings for motor vehicles	10%
Ex 70.08.10	Safety glass consisting of toughened or laminated glass, shaped or not: in sizes or shapes ready for incorporation in motor vehicles	10%
Ex 73.18.10	Mild steel pipes and tubes, enamelled: welded or open seam, whether or not perforated (other than nominal sizes 19.05 mm. and 25.4 mm., the thickness being confined to 0.762 mm. to 3.048 mm. inclusive)	Free
Ex 73.18.20	Mild steel pipes and tubes, not being galvanised, welded or open seam, whether or not perforated, of internal diameter 177.80 mm. to 762.00 mm. and of a wall thickness 3.175 mm. to 7.9375 mm. inclusive, the ends being plain, screwed or bevelled or alternatively fitted with flanges or any other form of joint: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free

(*continued on next page*)

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ZAMBIA
continued

Heading No.	Description of goods	Effective rate of duty
Ex 73.22.11	Vats and process tanks, industrial: wholly or mainly of stainless steel (excluding clad steel) not exceeding 4.7625 mm. in thickness: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 73.40.40	Tanks, vats and steam-jacketed pans, wholly or mainly of stainless steel (excluding clad steel) not exceeding 4.7625 mm. in thickness: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
84.15.31	Domestic refrigerators, electrical: with a cubic capacity not exceeding 0.4531 cubic metres	30%
Ex 84.17.20	Vats and process tanks, wholly or mainly of stainless steel (excluding clad steel) not exceeding 4.7625 mm. in thickness: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free

(*b*) and by the insertion of the following under the appropriate headings as indicated:

Heading No.	Description of goods	Effective rate of duty
Ex 28.01.00 to 28.58.20	Drugs and pharmaceutical chemicals, not in bulk, for dispensing medicines and for use in Medical Laboratory processing	Free
Ex 29.01.00 to 29.45.20	Drugs and pharmaceutical chemicals, not in bulk, for dispensing medicines and for use in Medical Laboratory processing	Free
Ex 39.01.43	Flexible plastic piping and tubing of an internal diameter not exceeding 50.00 mm.: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 39.01.44	Rigid plastic piping and tubing of an internal diameter exceeding 25.00 mm. but not exceeding 203 mm.	Free
Ex 39.01.60	Glass fibre sheeting	Free
Ex 39.02.43	Flexible plastic piping and tubing of an internal diameter not exceeding 50.00 mm.: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 39.02.44	Rigid plastic piping and tubing of an internal diameter exceeding 25.00 mm. but not exceeding 203 mm.	Free
Ex 39.02.69	Glass fibre sheeting	Free
Ex 39.03.23	Flexible plastic piping and tubing of an internal diameter not exceeding 50.00 mm.: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 39.03.24	Rigid plastic piping and tubing of an internal diameter exceeding 25.00 mm. but not exceeding 203 mm.	Free
Ex 39.03.40	Glass fibre sheeting	Free
Ex 39.03.40	Regenerated cellulose, cut to size in original mill wrappers or mill reels, for use in packing goods	Free
39.07.91	Beads	Free
68.14.10	Brake linings and clutch linings for motor vehicles	10%
Ex 70.08.00	Safety glass consisting of toughened or laminated glass, shaped or not; in sizes or shapes ready for incorporation in motor vehicles	10%
Ex 73.18.10	Mild steel pipes and tubes, enamelled: welded or open seam, whether or not perforated (other than nominal sizes 19 mm. and 25 mm., the thickness being confined to 0.8 mm. to 3 mm. inclusive)	Free
Ex 73.18.20	Mild steel pipes and tubes, not being galvanised, welded or open seam, whether or not perforated, of internal diameter 175 mm. to 762 mm., and a wall thickness 3 mm. to 8 mm. inclusive, the ends being plain, screwed or bevelled or alternatively fitted with flanges or any other form of joint: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 73.22.11	Vats and process tanks, industrial: wholly or mainly of stainless steel (excluding clad steel) not exceeding 5 mm. in thickness: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 73.40.40	Tanks, vats and steam-jacketed pans, wholly or mainly of stainless steel (excluding clad steel) not exceeding 5 mm. in thickness: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free
Ex 83.01.00	Krooklocks	10%
84.15.31	Domestic refrigerators, electrical: with a capacity not exceeding 0.5 cubic metres	30%
Ex 84.17.20	Vats and process tanks, wholly or mainly of stainless steel (excluding clad steel) not exceeding 5 mm. in thickness: when imported by persons approved by the Minister and under such conditions as the Controller may determine	Free

EDB Ext. 462/471/2/3

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London, EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.

Mr. K. C. Hunter, director of Burroughs Wellcome & Co. (Nigeria) Ltd., hands over to Akindeji Olugboji a certificate of his election as the first Burroughs Wellcome pharmacy scholar at the University of Ife in Nigeria. A Burroughs Wellcome pharmacy scholar will be selected each year and each scholar will receive a grant sufficient to meet his tuition fees for the full three year course.

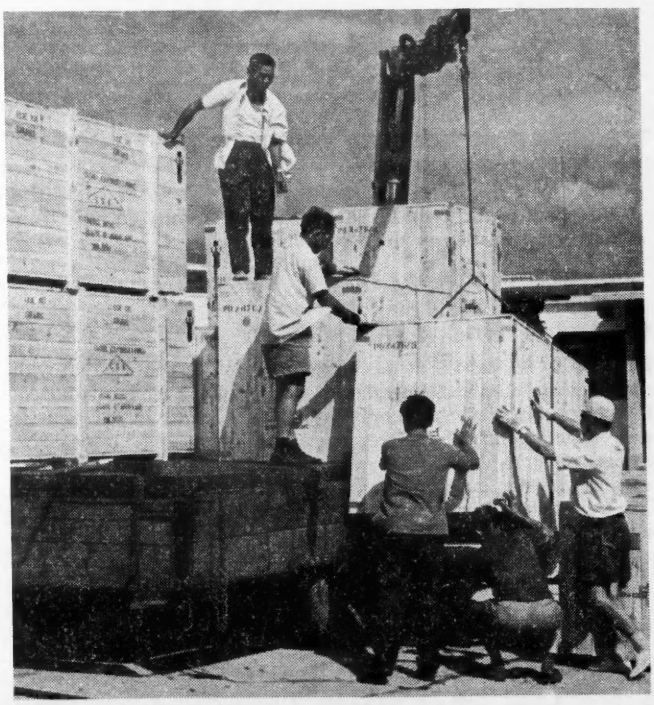
South Korea

RESTRICTED IMPORT ITEMS: The Korean Ministry of Commerce and Industry have announced that further import restrictions have been imposed on 87 items which have until now been included in the automatic approval import category.

Tariff numbers affected are:

01.02	08.01	21.07	28.03
03.01	15.02	25.16	28.04
03.02	16.04	26.01	29.01
03.03	16.05	27.13	29.14
			29.28

EDB Ext. 420/475



Racal Communications Ltd. announce that the Cable and Wireless Cape d'Aquila station, Hong Kong is being equipped with Racal Type TA 1800 10 kW Linear Amplifiers for use on their world-wide 'Press Service' network. Picture shows the equipment being unloaded prior to installation.

Action Japan

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Burma

MEIC AGENCY FEE: Subsequent to their notice of April 12, 1971, regarding agency fees, the Myanma Export Import Corporation have issued a further notice. Firms who employ local employees as medical detailers or technical assistants registered with MEIC will, in certain circumstances, be required to pay only US $500 instead of the US $1,000 previously asked for. The method of computation and collection of the agency fee will be the same as in MEIC's previous notice. This modification will have effect retroactive to April 1, 1971.

CRE Ext. 2252

Australia

TARIFF BOARD INQUIRY ON CIGARETTE TISSUE PAPER: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of cigarette tissue paper falling within chapter 48. Details of the tariff items under which the above-mentioned goods are dutiable, may be obtained from Export Data Branch, Ext. 401, 468 or 469. This reference has been made as a result of representations by local industry and has been reported by the British High Commission in Canberra, which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than December 1, 1971. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference No. CRE 1761/71.

CRE Ext. 2318/2319

Argentina

EXCHANGE REGULATIONS: It has been announced that Argentine Central Bank Circular No. 409 which established the fixed rate of exchange for commercial transactions at 5 pesos to the US dollar (as mentioned in *Trade and Industry* of September 30) has been modified by Circular No. 414. This circular specifies that the commercial exchange market will deal with operations relating to Argentine imports and exports on their f.o.b. value at the port of shipment cleared through customs. Connected services such as freight and insurance will therefore be effected through the free financial exchange market. Imports on deferred payment terms whose financing has been granted by suppliers through banks, foreign national agencies or international agencies plus the respective interests may be transacted through the commercial exchange market.

No further information is available. **CRE Ext. 2287**

CONTROL OF FOREIGN BORROWING: A Law and Decree made public on November 3 gave the Argentine Ministry of Finance control of all foreign borrowing by public bodies, State enterprises etc. It sets up a procedure for all proposals involving foreign indebtedness which could commit the Argentine Government to be referred to the Ministry for consideration. The Ministry will also have to consider credit agreements with the private sector where a State guarantee is involved. The National Development Bank is charged with negotiations with foreign lenders in all cases where the loans are for development purposes. The negotiation of loans relating to pure financing will be the responsibility of the Argentine Central Bank. Provision is also made for the preparation of an external financing programme for the medium term to be submitted and approved by the Ministry of Finance and the Government Planning Secretariat within 120 days, taking account of priorities and availability of funds and the phasing of future debt servicing.

ECGD ADDRESSES

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

Brazil

TARIFF AMENDMENT: Resolution No. 1102 of the Brazil Customs Policy Council published on October 10, 1971, amends the duty and description of the following tariff number:

Tariff No.	Description	Duty ad val c.i.f.
39.01.04.03	Polyester film suitable for insulating electric motors	15%

EDB Ext. 474, 476, 7312

Colombia

ALTERATIONS TO SOME PRIOR DEPOSITS: The Colombian Monetary Board's Resolution No. 75 of September 22, 1971, alters the rate of prior deposit on certain goods. The tariff numbers and the new rates of prior deposit for these items are shown below.

Tariff numbers				Rate of prior deposit f.o.b.
27.11.A	27.11.B	27.11.C		1 per cent
84.17.G				5 per cent
25.13.B	28.52	38.19.S	56.01.A.IV	
84.42.A	84.42.B	84.42.C	84.62.A	
84.62.B	84.62.C.I	84.62.C.II	84.62.C.III	10 per cent
38.03.B	39.02.A.1.a	45.03.A	48.01.E.II	
48.01.E.V	48.07.C.IV.b	59.17.E	82.09.B	30 per cent

IMPORT BAN LIFTED: By Resolution 012 of the Directorate of the External Trade Council, dated July 13, 1971, the products falling within the two tariff numbers given below have been transferred from the prohibited list to the Prior Import Licence list:

Tariff No.	Description
39.07.C	Kitchen and table utensils and other domestic articles, of plastic
96.02.C.III	Other small brushes

EDB Ext. 474, 476, 7312

United States

REMOVAL OF 10 PER CENT SURCHARGE ON TEXTILES: Although no definitive list has been produced by the US authorities of the non-cotton textile items to be exempt from the import surcharge, unconfirmed reports suggest the following:

The exemption will not be restricted to parties to the voluntary agreements but will be applied to imports from all sources enjoying mfn treatment. For products of man-made fibre the exemption will apply across a range starting with filament yarn and including fabrics and made up goods. For products of wool the range of exemption starts at wool fibres (including tops) and extends through piece goods and made up articles. In addition to products of man made fibre and of wool exemption may also be given to certain blends containing these fibres on a chief weight basis. (There are no details of the blends that would qualify.) The date from which exemption from import surcharge will be granted has yet to be announced. The most recent indication is that it will apply to shipments made after October 1, 1971.

Categories of textiles to be exempt from surcharge:

Wool products
- Wool tops and wool advanced
- Yarns of angora rabbit hair
- Other yarns of wool and hair
- Woven fabrics of wool, including blankets (carriage robes, lap robes, steamer rugs, etc.) over three yards in length
- Billiard cloth
- Blankets
- Carriage and auto robes, etc., N.E.S.
- Tapestries and upholstery fabrics
- Pile and tufted fabrics
- Knit fabrics in the piece
- Hosiery
- Gloves and mittens
- Underwear, knit
- Other infants' articles, knit, not ornamented
- Knit hats and similar items
- Knit wearing apparel, N.E.S., valued not over $5 per pound
- Hats, caps, not blocked
- Hats, caps, blocked, finished
- Men's and boys' suits
- Men's and boys' outer coats
- Women's, misses', and children's coats and suits
- Women's, misses', and children's separate skirts
- Trousers, slacks and shorts
- Articles of wearing apparel, N.E.S.
- Lace and net articles including veiling
- Miscellaneous wool manufactures
- Braided floor coverings
- Wool floor coverings, N.E.S.

Man-made fibre products
- Textured yarns
- Yarn wholly of continuous filament, cellulosic
- Yarn wholly of continuous filament, other
- Yarn wholly of non-continuous filament, cellulosic
- Yarn wholly of non-continuous filament, other
- Yarns, other
- Woven fabrics, cellulosic, wholly of continuous man-made fibre
- Woven fabrics, cellulosic, wholly of non-continuous fibres
- Woven fabrics, other, wholly of continuous man-made fibre
- Woven fabrics, other, wholly of non-continuous fibres
- Woven fabrics, other, of man-made fibres (including fabric containing more than 17 per cent by weight of wool; glass fabrics and mixed yarn fabrics)
- Knit fabrics
- Pile and tufted fabrics
- Specialty fabrics
- Gloves and mittens, knit, whether or not ornamented
- Hosiery
- Dresses, knit
- Pyjamas and other nightwear, knit
- T-shirts, knit
- Shirts, other (including blouses), knit
- Shirts, knit
- Sweaters and cardigans, knit
- Trousers, slacks and shorts, knit, women's, girls' and infants'
- Underwear, knit
- Other wearing apparel, knit, whether or not ornamented
- Body-supporting garments
- Handkerchiefs
- Mufflers, scarves and shawls, not knit
- Blouses, not knit
- Coats, not knit
- Dresses, not knit
- Dressing gowns, including bathrobes and beachrobes, not knit
- Pyjamas and other nightwear, not knit
- Play suits, sunsuits, washsuits, etc., not knit
- Dress shirts, not knit
- Shirts, other, not knit
- Shirts, not knit
- Suits, not knit
- Trousers, slacks and shorts, not knit
- Other wearing apparel, not knit, whether or not ornamented
- Floor coverings
- Other furnishings
- Man-made fibre manufactures, N.E.S.

The above information is for guidance only. A further notice will be issued when more details are available.

CRE Ext. 2397/3365

Canada

SHIRTS: NEW IMPORT PROCEDURE: Following consideration of the report of the Textile and Clothing Board on its inquiry into the effect of imports of men's and boys' work, dress and sport shirts on Canadian production and employment, the Canadian Government has concluded that additional action is required to control imports of shirts after expiry of the Shirt Surtax Order on November 29, 1971, and is taking the following steps:

1. The Import Control List has been amended with effect from November 30, 1971, to include shirts, men's and boys' dress, work and sport, made from woven or knitted fabric, with

(continued on next page)

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

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CANADA
continued

tailored collar, front opening and long or short sleeves, and having an export price *below Canadian* $30.00 *per dozen* in the case of woven fabric shirts, and *Canadian* $33.00 *per dozen* in the case of knitted fabric shirts, the export price as determined in accordance with the Anti-Dumping Act.

2. A global quota of 1,215,000 dozen will be placed on imports of these shirts during the 12-month period commencing November 30, 1971. [There are no limits on imports of woven and knitted fabric shirts priced above $30 and $33 per dozen respectively.]
3. Individual import permits will be issued.
4. Individual permits will not be required for reasonable quantities imported as gifts, for personal use and as commercial samples not for resale.
5. The measure will be in effect for three years subject to possible extension or earlier termination if upon review by the Board, in the light of its established guidelines, Canadian producers are not found to be making acceptable progress in implementing plans to increase their ability to meet international competition in the Canadian market. The Board will also review annually the price levels and quota levels for the succeeding year.

The announcement also states:

'About half the annual quota will initially be allocated to cover imports during the period from November 30, 1971 to May 31, 1972. This allocation will honour to the available limit goods in transit on or before October 22, 1971, exports under remaining restraint obligations and contracts concluded before October 22, 1971. The second and subsequent allocation will be based on historical performance by importers. A maximum of 5 per cent of the quota will be made available to those who did not have any performance during the base period. A further announcement will be made concerning the period to be covered by the second allocation and details regarding applications for permits and the procedures which will govern their allocation.' Copies of the full text of the announcement, including details of the procedure governing the issue of import permits during the first six-month period, are available to British exporters.

ESD Ext. 455/456/457

PATENT OFFICE PUBLICATIONS FOR INDUSTRY

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2

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